

# The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, APRIL 23, 1931

## THOSE LITTLE MORES

A group that has endured and prospered over a period of years is a good one to represent.

You can expect such an organization to continue in the future to uphold right practices; to co-operate with Agents; and feel secure in the protection you are offering your clients and which they have a right to expect.

Experience and continuous operation over a period of years should be your guide in choosing companies that can be depended upon; Companies for which you need offer no excuses; Companies giving just a little more safety; a little more Service and a little more Satisfaction.

*Capital and  
Surplus  
\$3,500,000*

◆  
*Combined Assets  
over  
\$5,000,000*

*Complete  
Automobile  
Protection*

◆  
*Fidelity and  
Surety Bonds*

◆  
*Fire*

◆  
*Windstorm*

**AMERICAN INDEMNITY CO.  
AMERICAN FIRE AND MARINE INSURANCE CO.  
TEXAS INDEMNITY INSURANCE CO.**

Galveston

Under State and Federal Supervision  
Texas' Oldest Stock Company



## SHOT *by* INDIANS

SOME of the early accident claims paid by The Travelers are interesting because they were for types of accidents not likely to occur today. We quote a few examples from The Travelers Record of those days.

¶ "Express messenger, Atchison, Kansas, insured under General Accident policy No. 291413. Shot by Indians while crossing the Plains, November 19, 1865, \$10,000."

¶ "News was received, July 23, that the clipper ship 'Hornet', from New York for San Francisco, was burned at sea off the Sandwich Islands, May 2, and nearly all on board lost. Among those believed to have perished was Wm. Lang, son of a New York gentleman, who had gone on the cruise as a sailor—insured in the TRAVELERS OF HARTFORD for \$3,000, for which he had paid a premium (extra hazardous rate) of \$60."

¶ Accident insurance in The Travelers was worthwhile in the covered wagon days. The hazards have changed but the need has increased tremendously.

¶ Accident insurance is more essential today than ever before in the history of this country. Sell enough protection to cover present-day needs.



## T H E T R A V E L E R S

LIFE ACCIDENT  
LIABILITY AUTOMOBILE  
HEALTH STEAM BOILER COMPENSATION

The Travelers Insurance Company  
The Travelers Indemnity Company  
The Travelers Fire Insurance Company  
Hartford, Connecticut

WINDSTORM FIRE  
PLATE GLASS AIRCRAFT GROUP  
BURGLARY MACHINERY INLAND MARINE



R. J. Waters &amp; Co.

# fulfillment

and April 18, 1906

Twenty-five years ago San Francisco was almost entirely destroyed by fire. The photograph shows part of the dreadful scene looked upon by helpless San Franciscans.

Millions of dollars in claims were paid, but vast fortunes in uninsured or under-insured properties were lost. Some companies failed and many others discounted loss payments or denied liability. That was the bitterest lesson of all—the disillusionment of misplaced confidence.

The L. & L. & G. established a loss-paying record which, impressive in extent, was unsurpassed for prompt and complete fulfillment.

Time-tested, tempered by many serious fires, the L. & L. & G. stands today stronger, more stalwart than ever—a fulfillment of faith in its complete security.

1 Pershing Square . . . . . New York City

THE LIVERPOOL  
AND LONDON  
AND GLOBE  
Insurance Co. of America



THE AETNA'S NEW HEADQUARTERS AT HARTFORD, CONNECTICUT—THE LARGEST INSURANCE HOME OFFICE BUILDING IN THE WORLD USED EXCLUSIVELY BY ONE ORGANIZATION

# Behind Every Aetna Policy

is something more than a great company's long record for fair and prompt settlement of claims. That "something more" is—

1st, the assurance, founded on Aetna's tremendous resources—capital, surplus and reserves—that the *first* cost of Aetna protection is the *last*.

2nd, the certainty—resulting from Aetna na-

tion-wide acceptability and Aetna coast-to-coast service—that wherever Aetna policyholders may go, Aetna protection goes with them.

For their own protection, as well as to meet the requirements of the rapidly spreading Financial Responsibility Laws, your clients need AETNA Automobile Insurance. There may be an opportunity to represent the Aetna in *your* community.

*Address: The Casualty Agency Department*

## IT PAYS TO BE AN AETNA-IZER

AETNA IS THE FIRST MULTIPLE LINE INSURANCE ORGANIZATION IN AMERICA TO PAY TO ITS POLICYHOLDERS ONE BILLION DOLLARS.

THE AETNA CASUALTY & SURETY COMPANY  
THE STANDARD FIRE INSURANCE COMPANY

1850

1931

THE AETNA LIFE INSURANCE COMPANY  
THE AUTOMOBILE INSURANCE COMPANY



# The National Underwriter

Thirty-Fifth Year No. 17

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, APRIL 23, 1931

\$4.00 Per Year, 20 Cents a Copy

## Annual Meeting at Atlantic City

Western Underwriters' Association Had Interesting Topics Before It

## BELL MADE PRESIDENT

C. R. Street Retires as Head of the Organization After Two Years  
Faithful Service

NEW OFFICERS ELECTED  
President—George H. Bell, National of Hartford.  
Vice-Presidents—W. D. Williams, Security, Connecticut, and John A. Campbell, Home.

By GEORGE A. WATSON

ATLANTIC CITY, N. J., April 22.—Contrary to the early expectations of some members of the Western Underwriters Association the annual gathering in so far as the two extended sessions of the first day were concerned was wholly devoid of excitement nor was there any indication that the concluding session would furnish even mild thrillers.

Interest at Tuesday's gathering centered about the address of President C. R. Street, the report of the governing committee, and that of the committee on relations with agents. Mr. Street has ever been noted for clear thinking and frank speaking. His reputation in both connections was sustained by his farewell talk. The present intense strife for premium income has severely strained the barriers of underwriting practice. Sharp warning as to what the business might expect unless the association rules and practices were strictly observed was voiced by the president.

### Governing Committee Report

The governing committee, after quoting the rule defining the status of both general and local agents, noted the marked increase in the number of general agents within recent years. Of the 67 reported by the companies, the large majority were found to be operating along proper lines. To those given extended time in which to bring their affairs into conformity with the rules, the interested companies were urged to exert themselves to see that such changes as were necessary be made before the end of the present year, when the limit of grace will expire.

In so far as related lines are concerned the rules and rates of the automobile, inland marine and kindred governing organizations are being well observed. Such differences as have heretofore arisen with respect to the Interstate Underwriters Board have been largely ironed out; the latter body releasing jurisdiction over intra-state lines, while retaining control over inter-state busi-

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## Burning Record Is Kept Up First Three Months

NEW YORK, April 22.—Justification for the anxiety displayed by company officials over the burning record is supplied by the report of the National Board, which reveals that the fire record in the United States for March totaled \$44,074,362, an increase of 5.21 percent over that of the preceding month, and 2½ percent over the figures of March, 1930. The record for last month is second only to that of January last, exceeding the figures of any month in 1929 or 1930, except January of the former year, when property valued at \$44,713,825 went up in smoke. The total loss for the first three months of this year, \$129,940,832, is materially greater than for the like period of either 1929 or 1930.

### Many Dwelling Losses

With the premium income falling off, company managers find it difficult to account for the increase in the loss record, though they are speculating upon the matter very actively. Adjusters declare that there is little if any ground upon which to justify a charge of moral hazard in relation to losses in mercantile and manufacturing properties, though conceding that there is something decidedly uncanny in the frequency with which residence properties, many of a highly desirable character, have been going up in flames in recent months. While moral hazard is sometimes suspected in such direction, no tangible proof is discoverable, and it may be that the suspicion is unjustified.

After the usually severe weather months of January and February a decrease in the fire loss is properly expected. That the burning record of March did not follow the normal trend for the period is worrying the managerial mind not a little. How long the discouraging process will continue and how it may effectively be countered is a problem an effective answer to which would prove a boon to sorely puzzled official minds.

The three months' tabulation is as follows:

	1929	1930	1931
Jan.	\$44,713,825	\$42,344,035	\$44,090,449
Feb.	41,520,298	43,206,940	41,776,051
March	41,277,814	42,964,392	44,074,362

The New York "Journal of Commerce" lists the following losses at \$100,000 or more in size:

Builders supply plant, Ft. Wayne, Ind., \$150,000; apartment house, Utica, N. Y., \$300,000; warehouse at Greenville, S. C., \$100,000; hangar and nine planes at St. James, Man., \$150,000; Rocky Mountain house, Alta. railway property, etc., \$200,000; novelty store at Ann Arbor, Mich., \$150,000; two business buildings at Salineville, O., \$100,000; six business buildings at Salmon, Ida., \$225,000; lumber plant at Toledo, \$110,000; railroad bridge at Harper's Ferry, \$250,000; dwelling at Terrell, Tex., \$100,000; printing plant, etc., at Sault Ste. Marie, Mich., \$200,000; business hall at Hazleton, Pa., \$150,000; bottling works at Peoria, \$100,000; mercantile risks, etc., at Elkins, W. Va., \$200,000; wool pulling plant at Phila-

delphia, \$100,000; hotel at Rockaway, N. Y., \$150,000; steamer at Northside, Pa., \$250,000; court house at Kingston, Ont., \$100,000; warehouse at Bound Brook, N. J., \$100,000; drug store and other risks at Philadelphia, \$350,000; church at Albany, N. Y., \$300,000; mercantile risk at Millard, Neb., \$125,000.

Also two business buildings at Philadelphia, \$350,000; 19 business buildings at Bagnell, Mo., \$100,000; dwellings at Greenwich, Conn., \$150,000; school at Raleigh, N. C., \$100,000; lumber plant at Dumont, N. J., \$500,000; penitentiary at Stateville, N. Y., \$300,000; hotel at Lynn, Mass., \$200,000; elevator, etc., at Chatham, Ont., \$100,000; theater at Paterson, N. J., \$200,000; warehouse at Omaha, \$110,000; stores at Craig, Alaska, \$150,000; business buildings at Granville, N. J., \$500,000; printing plant, etc., at Toledo, \$100,000; dwellings at North Hill, L. I., clothing store at Anaconda, Mont., \$150,000; apartment house at Los Angeles, \$400,000; printing plant at Weirton, W. Va., \$100,000; store at Steubenville, O., \$200,000; seven business houses at Springfield, O., \$200,000; lumber plant, etc., at Cotton Woods, Ala., \$500,000; business building at Brooklyn, \$200,000; wholesale hardware store at Detroit, \$175,000; warehouse, etc., at Mobile, \$400,000; four stores and dwellings at South Canton, O., \$100,000; city hall at Ottawa, Ont., \$200,000; hotel and stores at Paterson, N. J., \$250,000; stores at Eugene, Ore., \$100,000.

## Is Retiring



HERBERT COBB STEBBINS

Herbert Cobb Stebbins of Denver, the retiring president of the American Association of Insurance General Agents, presided at the annual meeting at Dallas this week after two years' service, during which he has won great distinction and brought the organization to a higher standard.

## General Agents Meet in Dallas

Approve Constitutional Amendments Defining Purposes and Eligibility Requirements

## SEAY URGES COOPERATION

Continuance of Advertising Program Recommended—Dumont Tells of I. U. B.'s Accomplishments

### NEW OFFICERS ELECTED

President—J. K. Shepherd, Little Rock, Vice-Presidents—A. M. Brown, San Francisco, and W. J. Miller, Topeka. Secretary—H. A. Steckler, New Orleans.

By W. A. SCANLON

DALLAS, April 22.—The annual convention of the American Association of Insurance General Agents was held here this week with President H. C. Stebbins, Denver, presiding.

At the opening session two amendments to the constitution were approved, which defined more clearly the purposes of the association and the eligibility of membership. The amendments were submitted to the members by mail some six months ago and no objections to the changes have been voiced.

### Laue Gives Welcome Address

T. S. Laue, Dallas, the first president of the association, gave the address of welcome, which was responded to by W. J. Miller, Topeka. Mr. Miller stressed the importance of attendance at meetings of this kind and pointed out that much was to be gained by the interchange of ideas.

J. K. Shepherd gave his report as secretary-treasurer. He also read the reports of L. E. English, Richmond, chairman, executive committee; J. L. Davis, Birmingham, chairman, membership committee; L. C. Quin, Atlanta, chairman, publicity committee; and that of F. R. Lanagan, Denver, chairman, general welfare committee, who were unable to be present.

### Advertising Well Received

In his letter to President Stebbins, Mr. Quin said that "the joint advertising program is functioning satisfactorily and from the information the committee has been able to gather the advertisements have been well received both by the companies and agents and recommended a continuance of this program."

Secretary-Treasurer Shepherd reported that the association now has 146 members, a net increase of eight during the past year.

President Stebbins' annual address was well received. He discussed many of the problems confronting the general agents in a comprehensive manner.

In bringing greetings of the National Association of Insurance Agents to the

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## For Extension of General Agencies

Stebbins Urges Casualty Business to Adopt Fire Insurance System

### GIVES SUPERVISORY IDEA

Lauds Cooperative Advertising, Urges Divorce from Local Business at Association's Dallas Meet

Persistence of casualty companies in using general agency appointments merely as a subterfuge for paying maximum commissions was deplored this year, as it was last year, by President Stebbins in his address before the annual convention of the American Association of Insurance General Agents in Dallas.

"I do not believe," Mr. Stebbins declared, "that there is any need for a different method of operation general agencywise in the surety and casualty business than in the fire business. I believe that time will prove there is just as much need for bona fide supervising casualty general agents having no interest in any local agency and writing no local business, as there is for such fire insurance general agents."

#### Incentive In Lacking

So long as casualty general agents are promiscuously appointed, Mr. Stebbins said that the incentive will be lacking for any bona fide supervising general agent to develop a surety and casualty business and the commission acquisition cost of the surety and casualty companies will continue to mount.

Mr. Stebbins reported that the general agents association has been concentrating on three planks: That no general agency should write direct business in competition with the local agent; that the remuneration of a supervising general agency is not commission acquisition cost and should be classified by the companies with all other expenses of management and supervision; that the title general agent should never be used to designate any one writing local business by any fire, automobile, casualty or surety company.

#### Principles Are Endorsed

These principles, he said, have been endorsed by the various fire underwriting organizations, by the Inter-State Underwriters Board, National Automobile Underwriters Association and inland Marine Underwriters Association.

Mr. Stebbins recalled that in the report of the National Convention of Insurance Commissioners on acquisition cost, it was recommended that the term general agent should be used only to designate those appointing and supervising local agents.

Mr. Stebbins recommended that the executive committee meeting be held this year in Los Angeles at the same time the National Association of Insurance Agents is holding its annual meeting there. That practice was followed last year when the executive committee met in Dallas while the local agents were in session there.

#### Cooperative Advertising

The cooperative advertising of the general agents in THE NATIONAL UNDERWRITER and other insurance journals, was declared by Mr. Stebbins to have been highly valuable. This publicity has strengthened the operation of the general agency system, he said, by bringing before the companies and local agents the advantages of that system.

(CONTINUED ON PAGE 23)

## Roosevelt Vetoes New York Agents Qualification Bill

### NO APPROPRIATION PROVIDED

Disapproved Also Because it Would Have Required Examination of Those Now Licensed

Governor Roosevelt has vetoed the McKay bill for the qualification of insurance agents in New York. In his veto message, the governor declares himself to be in sympathy with the general purpose of the bill but concurs in the opinion of the insurance department that the bill is defective in three particulars.

The first objection is that no appropriation is made for the additional administrative expense of the department. Secondly the bill seems to provide that candidates who are now licensed would have to stand examination for renewal of license. "This is just what the sponsors of this bill did not intend," the governor declared, quoting the insurance department. "Whether this is a joker which has crept into the bill, or whether it has resulted from hasty preparation is not apparent.

#### Third Reason

Under the third heading the insurance department communication, endorsed by the governor, declares that there are a number of minor inaccuracies. "The bill was passed by a substantial majority in both houses," the message states, "and a similar bill would undoubtedly pass another year. Inasmuch as it would not be effective until July 1, 1932, in any event the legislature next year can pass a new bill with an appropriation and with all uncertainties removed and if approved it can go into effect just as soon as this bill would have gone into effect."

Agency qualification bills have been encountering rough sledding this year. Governor Hartley vetoed the Washington bill on the ground that it would have created a monopoly for those already licensed.

## CONDENSED NEWS OF WEEK

American Association of Insurance General Agents holds annual meeting in Dallas.

\* \* \*  
The fire loss for the first three months amounts to \$129,940,832.

\* \* \*  
Annual meeting of the Western Underwriters Association was held this week in Atlantic City.

\* \* \*  
Company officials adopt resolution in New York meeting favoring standing joint conference committee with local agent members.

\* \* \*  
C. R. Street, in presidential message to the Western Underwriters Association, declares demoralizing competitive practices must be discontinued.

\* \* \*  
J. R. Dumont, manager, explains the year's lag between the time an I. U. B. risk is written and the 5 percent commission is received by the agent in the locality of the risk in address to American Association of Insurance General Agents.

\* \* \*  
President Stebbins urges casualty companies to adopt the bona fide general agency system of fire companies in his address before the annual meeting of the American Association of Insurance General Agents.

\* \* \*  
Cincinnati Automobile Club intends to hook up with insurance scheme of the motorists Mutual of Columbus.

\* \* \*  
Standard Accident revises its accident insurance program, moving premiums upward.

\* \* \*  
J. G. Leigh, Little Rock, gives conception of what a casualty general agent should be in his report of the conference committee before the American Association of Insurance General Agents.

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## Ask All Members to Attend Hearing on License Measure

### WEADOCK SENDS OUT CALL

Michigan Agents Urged to Go to Lansing and Pull for the Qualifications Bill

DETROIT, April 22.—G. Leo Weadock of Saginaw, chairman of the governing committee of the Michigan Association of Insurance Agents, has sent an urgent call to all of the 468 members asking them to drop everything else and attend the public hearing upon house bill No. 335, the agents qualifications bill, in Lansing Thursday. Mr. Weadock pointed out that it is necessary to impress upon the members of the house and the senate the necessity for adopting this measure which is so strongly in the best interests of the public, agents and companies alike. At a meeting of the Detroit Association of Insurance Agents Tuesday it adopted a resolution approving the measure and urging the legislature to pass it.

### Illinois Brokers Elect

Seven new directors were elected by the Insurance Brokers Association of Illinois in meeting at Chicago Tuesday. The directors will vote on officers for the ensuing year, probably within the week. It is practically assured that the personnel of the last year headed by President Lavin will be reelected.

The new directors are: S. L. Dickinson, G. M. Eddy, C. E. Nolan, E. E. Mack, Gail Reed, J. A. Mudd, Jr., and L. L. Boule. J. J. Gutstadt on a "members" ticket drew a large vote. President Lavin, J. J. Garrity and others reported that the brokers' qualification bill has a very good chance of passage. A resolution was passed and referred to a committee headed by Mr. Mudd, that the association consider the proposed changes in Illinois workmen's compensation law. The sense of the meeting was that increase of benefits is inadvisable now.

General Manager Moore of National Automobile Underwriters Association addresses general agents at Dallas meeting.

\* \* \*  
Gov. Roosevelt vetoes New York agents qualification bill.

\* \* \*  
The Pacific Coast department of the Northern Assurance will consolidate June 1 with the Benjamin Goodwin office, the combined office being operated under the management of C. E. Allan and Mr. Goodwin as Goodwin & Allan.

\* \* \*  
The Queensland reinsures its business in the Union Marine & General.

\* \* \*  
Governor Roosevelt of New York has announced veto of Cohen bill amending law regarding standard liability policies.

\* \* \*  
Program for annual meeting of National Association of Accident & Health Managers in Detroit is announced.

\* \* \*  
George W. Carter of Detroit has been appointed chairman of the special casualty committee of the National Association of Insurance Agents.

\* \* \*  
Automobile fatalities show nearly 11 percent increase the first two months of the year.

\* \* \*  
Collusion-exclusion clause eliminated from revised burglary policy forms.

\* \* \*  
California surety men want commission paid on Golden Gate bridge contract bonds.

\* \* \*  
The annual meeting of the National Bureau of Casualty & Surety Underwriters will take place May 6 and the Association of Casualty & Surety Executives May 5.

## Automobile Offers Big Potentialities

Merchandising Principles of General Business Urged on Insurance General Agents

### MOORE DALLAS SPEAKER

General Manager of National Conference Takes Up Rating, Excess Commissions in Fine Address

DALLAS, TEX., April 22.—General agents can do more for automobile insurance through intelligent understanding and application of merchandising principles than in any other way, J. Ross Moore, general manager National Automobile Underwriters Association, told members of the American Association of Insurance General Agents gathered here.

Speaking of the vastness of the untouched underwriting opportunities still represented by the automobile, Mr. Moore said, "It necessarily must continue as a highly specialized and frequently troublesome branch of the business because of its connection with and effect upon the writings of casualty companies, fire companies and automobile specialty companies.

#### Must Coordinate Branches

"These interests are growing closer and closer. Many of the best brains of the insurance world are now recognizing that such various branches must be unified and coordinated instead of flying at each other's throats or instead of using one line to buy another."

In explaining the history and workings of the association, Mr. Moore pointed out the soundness of the association's practice of rating cars according to make rather than list price, saying that this had corrected many earlier faults in locking devices, etc. Fluctuations have sometimes resulted, he said, because of manufacturers' insistence that rates be recast annually on the basis of but one year's experience.

In recent years, however, annual changes in models have become minor in so far as they affect insurance hazards.

#### Negotiations Are Now On

Negotiations are now under way with the Automobile Chamber of Commerce looking toward the use of two and perhaps three years' experience in developing annual rates, thereby spreading the effect of these fluctuations over a period of years.

Mr. Moore pointed out that the association is in a position where it is criticized by agents for its rate levels whether they are high or low, some complaining that they are so low that the commission is not worth while; others that when they are raised it is impossible to meet competition of non-cooperating companies or mutuals.

"We are under the necessity, in our rate making," he said, "of justifying those rates with our companies, with the public, with insurance department, with the manufacturers, and often with you, and the experience basis is incontestable."

#### Excess Commission Problem

Much of the present day unrest in all lines of underwriting is chargeable to excess commissions, Mr. Moore said, and there is no point in which there is greater need for cooperation between agents and companies they represent than on the question of commissions.

"If the agency system, as our chief

(CONTINUED ON PAGE 23)

## I. U. B. Commission Checks Going Out

Dumont Explains Year's Lag Between Writing and Remuneration

### LESS COMPLAINT, HE SAYS

Interstate Board Manager Clarifies Many Features in Talk Before General Agents

Explanation was made by John R. Dumont, manager Interstate Underwriters Board, in the course of his address before the American Association of Insurance General Agents, why there is a substantial lag between the time the risk is written and the overwriting commission check on I. U. B. cover is received by the agent. These commissions, he pointed out, are not paid until 60 to 90 days after the end of the policy year.

The first daily report passed through the I. U. B. for stamping Sept. 1, 1929. Accordingly it was not until comparatively recently that overwriting commissions on a large number of risks were finally adjusted and checks sent out.

#### Many Checks Distributed

"I have personal knowledge," Mr. Dumont said, "that thousands of these checks have been distributed during the last four months. One group of companies alone tells me that they estimate they will distribute over 20,000 of these checks during the next 12 months. I anticipate that when these reach the local agents as they are now doing, we will hear less complaints on this score. The interpretation," he continued, "which the I. U. B. placed on the commission rule was an attempt to conform to the agents' pledges to the National Association of Insurance Agents in regard to over-riding commissions. Apparently this pledge has not met with favor from some of the members of the National association themselves when applied to multiple location coverages."

Mr. Dumont reminded his hearers that under the interpretation of the commission rule of the Interstate Underwriters

(CONTINUED ON PAGE 12)

## End Cheating Now—Street

### W. U. A. President in Strong Statement on Unfair Competition of the Day—Calls for Clear Agency Contract—Touches Small Claim Problem

After only a brief preface, C. R. Street, in his presidential address before the annual meeting of the Western Underwriters Association, launched into the subject which was properly uppermost in the minds of most of those who traveled to Atlantic City—the demoralizing competition in the ranks of association companies.

Specifically, Mr. Street seemed most distressed that preferential terms are granted brokers and agents in New York and Chicago, at the expense of local agents in the immediate neighborhood of the risks.

#### Excessive Competition

"The most important proposition ever to confront our business grows out of excessive competition," Mr. Street began. "It will be admitted the number of companies in the business at this time is greatly in excess of the requirements, but that affords no proper reason why those who have pledged themselves to the observance of ethical practices should depart from the straight and narrow path. To do so is to forfeit respect, admit one's word worthless than the scrap of paper on which Belgium relied, and contribute to the downfall of that to which our business lives have been devoted.

"That business can be written in New York, Chicago or other centers by a few, either direct or through subsidiary companies, with utter disregard of the rights of agents is in no sense creditable to those who permit the practice. That agents have not attacked the plan used more vigorously is surprising but I fear that apparent indifference will react some day in disagreeable fashion on the far greater number who hew to the line and realize the importance of so doing, wholly aside from any regard for the sacred nature of any obligation to maintain a standard of equality in competition.

#### Challenge to Agents

"Every such transaction is a direct challenge to the agency force which suffers from it along with those who obey both rules and laws.

"These practices should be discontinued and rules, whether legal or ad-

visory, must be observed if we would respect ourselves, protect our stockholders and maintain the agency system. To that system we are committed and there is not one of us who would seek to escape the commitment. Either as regards rates or commissions there is no reason why the mere control or placing of a risk in some large center should carry an advantage other than convenience as compared with the control of placing of the same risk by or through our local agents in the immediate neighborhood of a risk. It is absurd, and asking agents to favor us with such business as they locally control while deliberately competing with them on preferential terms accorded to some outside competitor's claim is wholly indefensible.

#### Unfriendly Conduct

"We should class as unfriendly conduct the failure to report all business through the stamping bureau, wherever written, and we should observe or repeal the rule on overhead writing. Personally I prefer to see it strengthened and observed.

"Within our jurisdiction 14 states have rate regulation laws, welcomed at the time of their enactment by many on the theory that they would stabilize rates and in effect do that which company organizations with a certain percentage of selfishness evidenced in their makeup had not found feasible. It seems to me the time has now come when some one must ascertain once and for all whether these laws merely provide for a maximum rate which we are privileged to charge and permit variations downward on individual risks with impunity or whether they are, under their provisions, supposed to provide against discrimination, equally binding in all cases until legally changed.

"Are these so-called anti-discriminatory laws, which I still maintain are discriminatory in effect, good in principle or good as administered, or are they simply ornamental, intended to give the idea that the state is curbing a wicked trust through nominally reducing competition and initiative?

"Let us be honest with our agents,

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## Agents, Officials in Forward Step

Company Men Pass Resolution Favoring Standing Joint Conference Committee

### NAME PERSONNEL SOON

President Milligan of Phoenix and E. U. A. Is Chairman at Important Meeting in New York

NEW YORK, April 22.—A number of fire company officials, realizing their mutuality of interest with local agents and the need for strong co-operative effort, particularly in these days of storm and stress in the business, unanimously adopted a resolution favoring organization of a joint committee to confer on problems. This followed a conference in this city with representatives of the National Association of Insurance Agents. The resolution is:

#### Resolution of Executives

"Whereas, It is the sense of this meeting that ways should be found for more free discussion of matters of common interest to companies and to agents, be it resolved; that the company representatives here present will seek to secure the appointment of a committee of chief executives of stock fire insurance companies which, together with a committee from the membership of the National Association of Insurance Agents, will be constituted a joint committee for the purpose of conferring, when not prohibited by law, on matters affecting the business of fire insurance and its allied lines, for the better understanding of the problems of producers, insurers and the insuring public, and for endeavoring to bring about such improvements and reforms in the conduct of the business as may be agreed upon."

It was agreed that both the companies' and the agents' committees be named at an early date, and that a subsequent meeting take place, when issues now agitating insurance could be taken up.

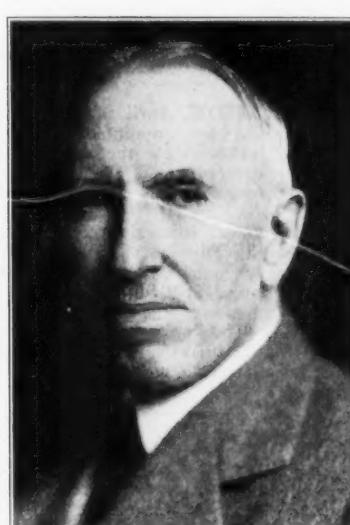
The officials attending the conference

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## WESTERN UNDERWRITERS LEADERS AT MEETING



GEORGE H. BELL, Chicago  
President



CHARLES R. STREET, Chicago  
Retiring President



JOHN A. CAMPBELL, New York  
Vice-President



WALTER D. WILLIAMS, Rockford, Ill.  
Vice-President

## Fire Marshals' Section to Hold Annual Conference

ARE TO GATHER AT TORONTO

Number of Officials Will Be Present and Will Participate in the Discussions

A special program has been arranged for the fire marshals' section of the National Fire Protection Association meeting which opens in Toronto May 11, according to George F. Lewis, chairman, deputy fire marshal of Ontario.

Speakers for the meeting include J. W. DeWeese, state fire marshal of Texas, and Miss Olga Juniger, supervisor of the extensive fire prevention educational activity carried on in Texas; Ernest Lavinge, fire marshal of Quebec; G. S. Goldwater, fire marshal of Detroit, and T. A. Fleming, chairman fire prevention committee N. F. P. A.

Sherwood Brockwell, state fire marshal of North Carolina, will lead a round table discussion on stabilizing the tenure of office for fire marshals as a measure for increasing the effectiveness of the fire marshals' work.

Other topics selected for discussion include methods of public education, uniform inspection blanks, new developments, and the training of fire prevention inspectors. Leading these discussions will be J. W. Strohm, fire marshal of Iowa; C. A. Johnson, superintendent fire prevention bureau, Minneapolis; S. L. Leigreid, state fire marshal Illinois; C. A. Roberts, chief fire prevention bureau, Providence; C. V. Lane, state fire marshal of Michigan, and F. V. Gallagher, chief fire prevention bureau, Rochester.

### Loss Association Meets

E. L. Rickards, manager Automobile Protective & Information Bureau, talked on operation of the bureau and expressed confidence that under the new Chicago city administration the situation regarding awards on stolen cars will improve, at the meeting of the Western Loss Association Tuesday. Better theft experience also is expected. Some 16 members of the Automobile Superintendents Club attended. Mr. Rickards urged complete support of member companies of the bureau, particularly in respect to awards.

### PHILADELPHIA AGENTS TO JOIN STATE BODY

PHILADELPHIA, April 22.—The Philadelphia Association of Local Agents, after the work done by President Percy Goodwin of the National Association of Insurance Agents, will undoubtedly join the Pennsylvania association in a body. It is stated that in addition to the regular dues the Philadelphia people will make an additional contribution to help the cause along.

## Late Casualty News

### W. L. Extance Dies

W. L. Extance, head of the automobile department of the New Amsterdam Casualty, died April 21. He was formerly with the Fidelity & Casualty and the Liberty Mutual.

### Annual Meeting of Mutuals

The annual meetings of the National Association of Mutual Casualty Companies and the National Association of Automotive Mutual Companies are being held this week at White Sulphur Springs.

J. P. Fleming has resigned as assistant secretary of the Liberty Surety Bond of Trenton, N. J. He expects to continue in the surety business in Trenton or vicinity.

## Strong Statement of Principle Ends Regime of Street

C. R. Street concluded his presidential address before the Western Underwriters' Association with this stirring statement of principle:

"In retiring from the presidency of this association you must know that, with whatever reluctance the task was undertaken, with all the mental and physical strain its responsibilities imposed, I cannot be unmindful of the honor, the confidence, the regard your selection implied. Assuming reasonable permanency assured, the association roster a half century hence will show the names of many presiding officers and its record of achievement may suggest some reminder of the effort put forth by its earlier members in making the organization a success. In that work I am proud to have had a part."

"Neither during his incumbency nor subsequent thereto is a president entitled to special privilege but, on the contrary, since even the appearance of evil is to be avoided, is in the position of being committed more closely to the observance of the ethics of the business, its advancement, indisputable fairness in competition. As a lay member my obligation to you is none the less, but my sense of that obligation to help in maintaining fair and equitable standards, confidence in our associates and ourselves, has been increased by the honor you conferred upon me, the confidence shown in the strenuous and often unpleasant tasks you have required me to undertake for you during the year now ended. Though in the natural course of events I will not again hold office in the organization, my heart, my strength, my good will is with you always in helping to make and keep it the premier underwriting association of the United States, a worthy successor to the half century old organization whose activities it largely assumed, in whose councils a number of us have had a part for so many years and which we will always recall with affection and pride."

### American Field Men Hold Sessions at Head Office

NEWARK, April 22.—Good fellowship held sway at the annual dinner of the Kennel Klub, an organization composed of the eastern New England and southern field men of the American group, presided over by C. W. Bailey, president of the American, and W. H. Bryant, retiring president of the club. The chief speaker was J. F. Kysela, state agent at Cleveland. Brief talks were made by H. R. Bush, president Dixie Fire, and H. P. Jackson, president Bankers Indemnity. The dinner was further enlivened through an animated debate as to "whether gentlemen do prefer blonds," the negative being successfully maintained by a group of which R. G. Hinkley, New England manager, was the leader. As officers the following were chosen: President, Leon McGilton, special agent Tennessee; vice-president, C. J. Stalliday, special agent New England department; secretary, J. A. Semple, special agent northern New Jersey; treasurer, M. F. Jones, special agent Virginia.

### "Baltimore Underwriter" Sold

BALTIMORE, April 22.—The "Baltimore Underwriter," one of the oldest insurance papers in the east, has been sold to the "United States Review" of Philadelphia by W. R. Hough and F. W. Lawson, its publishers since 1920. The "Baltimore Underwriter" was started during the civil war by Dr. C. C. Bombaugh.

## Queensland Is Reinsuring in Union Marine & General

### COMANS GOES TO AUSTRALIA

Percival Beresford as U. S. Manager Will Extend the Operations of the British Company

NEW YORK, April 22.—The Queensland, who has been writing fire and marine insurance in the United States and Canada for the last 12 years, has reinsured its business in this territory, with the exception of Hawaii and British Columbia, in the Union Marine & General of Liverpool. W. J. Comans, who has been United States manager of the Queensland for the past seven years, will return to the head office in Sydney, Australia, in the near future.

### Will Extend Operations

The Union Marine & General will extend its operation to the fire field under Percival Beresford, its United States manager and attorney, with headquarters at 150 William street. The marine department will continue as heretofore under the management of W. C. Spelman, 47 Beaves street. The Union Marine & General is controlled by the Phoenix of London. H. J. Robinson, who has been assistant manager of the Queensland, has been appointed assistant secretary of the Union Marine & General and other fire companies of the Phoenix group in the United States.

## Four New General Agencies Announced for Dixie Fire

Four important general agency appointments for the Dixie Fire of Greensboro, N. C., have been made in the middle west and are announced by Robe Bird, assistant western manager of the American of Newark group, who made the appointments.

L. A. and R. C. Nelson at Albert Lea, Minn., are appointed general agents of the Dixie in Minnesota. They already represent the Central States Fire and the Retailers Fire on the general agency basis.

J. H. Good of Kansas City, Mo., is appointed general agent of the Dixie for both Kansas and Missouri.

G. Earle McVoy of Grand Rapids, Mich., becomes general agent of the Dixie in Michigan. Mr. McVoy already represents the Bankers Indemnity, the casualty running mate of the Dixie, as general agent.

W. P. Ray of Indianapolis was appointed general agent of the Dixie for Indiana a few weeks ago.

## Davis Named District of Columbia Superintendent

WASHINGTON, April 22.—Herbert L. Davis has been appointed superintendent of insurance for the District of Columbia, succeeding T. M. Baldwin, Jr., whose resignation is effective April 28.

Mr. Davis was formerly referee and auditor of the District supreme court. He is a lawyer and lecturer on legal and court accounting at the law school of National University, and counsel for the city of New York on federal questions. During the Spanish-American war he was legal adviser to the chief of army engineers.

### Danforth Goes to Rochester

F. S. Danforth, secretary of the Millers National of Chicago, left this week for Rochester, Minn., where he will go through the machinery of Mayo Brothers' clinic. He does not know how long he will be in the process.

## Automobile Club Seeks to Hook Up Insurance Scheme

### CINCINNATI PEOPLE ACTIVE

Undertakes to Join Hands With the Motorists Mutual and Thus Ignore Local Agents

CINCINNATI, April 22.—The Cincinnati Automobile Insurance Exchange, according to the purpose as stated in its application for a charter, filed about April 14, is "formed for the purpose of, as agents for others, soliciting contracts of insurance and reinsurance for all kinds and characters of insurance contracts, to act as agents for insurance corporations generally and to acquire real estate and personal property."

### Application for a License

A few days later an application was filed with the Ohio insurance department to license the new exchange as an agent for the Motorists Mutual Insurance Company of Ohio. This license is not yet granted. It is understood that the insurance department will grant a hearing on the subject of the license.

The Motorists Mutual of Ohio was organized in 1928. Among its officers at organization who still hold these positions are the following: A. V. Donahay, former governor of Ohio, president; Joseph Gardiner, ex-state senator from Hamilton county, member of the board of directors of the Cincinnati Automobile Club, treasurer, and A. E. Mittendorf, defeated last fall as Republican candidate for county auditor, member of the board of directors of the Cincinnati Automobile Club, vice-president. Mr. Mittendorf is also one of the incorporators of the agency in Cincinnati which represents the Motorists Mutual.

### Tries to Get in Business Again

So the announcement that the Cincinnati Automobile Club has filed an application with the secretary of state for a charter as the Cincinnati Automobile Club Insurance Exchange now becomes understandable.

The Cincinnati Automobile Club itself is now making its third attempt to get into the insurance business. During two previous state administrations, the effort was unsuccessful.

### Company Is Active With Clubs

The Motorists Mutual since its organization in 1928 has been active in announcing low cost insurance and in trying to obtain connections through automobile clubs. Its premium volume in 1930 was \$83,713 with a surplus to policyholders of \$12,758. It seems that having failed through the ordinary business channels to make a dent in the automobile business the promoters are still attempting to get business by being made the favorite of an existing organization with facilities for coming into contact with motorists which agents do not have. The existence of the automobile club itself; the payment of \$10 memberships and a habit of club members who come to the automobile club to obtain licenses—these are the factors upon which it is proposed to obtain an insurance business, which, whatever else it does, is going to benefit a company in which directors of the automobile club are interested.

### Flurry in Indiana

There was a little flurry in the Indiana state capitol when it was reported that the official copy of the joint resolution under which the governor is authorized to appoint a commission to codify the state insurance laws, was lost. Several days later it was found but too late for the governor to sign. However, it is now held that a joint resolution, which was duly passed, does not need to be signed by the governor to make it effective. It is expected a commission will be named in due course.



SAN FRANCISCO IN FLAMES, 10 A. M., APRIL 18, 1906.

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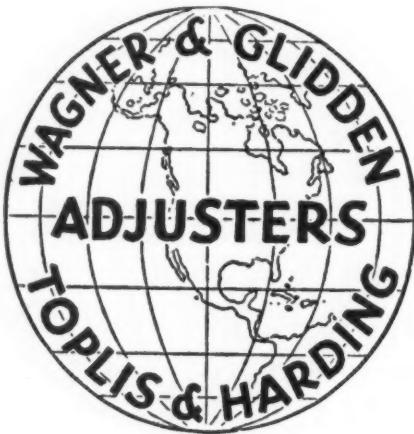
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## Agents, Officials in Forward Step

(CONTINUED FROM PAGE 5)

included: R. M. Bissell, president Hartford; Sheldon Catlin, vice-president North America; P. L. Haid, president America Fore group; R. B. Ives, president Aetna; Wilfred Kurth, president Home; G. C. Long, Jr., vice-president Phoenix of Hartford; E. Milligan, president Phoenix; J. Lester Parsons, president United States; A. R. Phillips, vice-president Great American, and C. F. Shalcross, United States manager North British & Mercantile.

F. D. Layton, president of the National Fire, was scheduled to be present but was called away on urgent business before the meeting convened.

The National association's representatives were: President P. H. Goodwin, W. B. Calhoun, executive committee chairman; Past President T. C. Moffatt and Secretary W. H. Bennett.

### Milligan Was Chairman

The gathering was presided over by President Milligan of the Phoenix of Hartford group, president of the Eastern Underwriters Association. This meeting of minds between leading company officials and local agents marked the culmination of the constant effort put forth for the last two years by Mr. Goodwin to bring about this result and augurs well for the future of the business.

Both managers and local agents believe that this movement will be of far-reaching consequences. Means will be supplied for consideration of the manifold controversial questions which have harassed head office men and agents in the past.

Moreover, it makes effective the view expressed by the National Convention of Insurance Commissioners that: "The sincere cooperation of the genuine agent and broker is much to be desired. This can perhaps be best obtained by the companies joining them in combating the evils of which they complain."

### Much Expected of Pact

Cooperation is the watchword of present-day business, and failure of fire insurance men in the past to get into step with the trend is largely accountable for the many disturbing situations that have arisen in the field. Companies have been irritated at agents, and the local men severe in their criticism of companies.

Each was viewing issues from one side and one side alone. Now that a joint conference committee has been determined on, each will be able to get the viewpoint of the other and hence should be able to reach an amicable solution that probably would be impossible otherwise.

## General Agents Meet in Dallas

(CONTINUED FROM PAGE 3)

general agents, G. M. Seay, Dallas, National association executive committee man, said he believes that the general agents' association and the National Association of Insurance Agents have many interests in common and suggests that much could be accomplished by the two associations working together.

Edward Wright, Dallas, vice-president Industrial, spoke on "Advantage to Companies Operating Through General Agencies."

J. R. Dumont, manager Interstate Underwriters Board, told of the accomplishments of the I. U. B. Several members took advantage of the presence of Mr. Dumont and asked questions which were answered in a most satisfactory manner.

P. H. Goodwin, president National Association of Insurance Agents, sent a telegram expressing best wishes to the General Agents Association.

K. S. Dargan of Cravens, Dargan & Co., urged the general agents to do

their part in bringing about the most cordial relations between insurance companies, the public and supervising authorities. Other lines of endeavor, Mr. Dargan observed, are as highly regulated as insurance, and yet those enterprises are able to gain public favor. He mentioned the telephone companies, light and power companies, Pullman company and the big oil companies.

Mr. Dargan mentioned the reputation of Texas as being particularly interested in the regulation of insurance, but he said that Texas has not been more active than the New York department and has not, like the New York department, assumed extra territorial jurisdiction. Trouble within the ranks has caused much of the unfavorable legislation and other troubles of fire and casualty companies in Texas, according to Mr. Dargan. With internal conflict, the state authorities, he said, have stepped in and have often acted as arbiters.

### Anti-Trust Laws Factor

In Texas, he pointed out, the anti-trust laws prevent the companies from getting together to settle their own differences, or to make rates, fix commissions or agree otherwise on operations. "In their desperation, agents and other employes of insurance companies have then gone to legislature for relief," he said.

The practical working of the Texas state rate making law has been generally satisfactory, although the experiment was regarded as dangerous by company representatives, according to Mr. Dargan. Whether the state control of automobile insurance and workers' compensation rates is to be blamed for the underwriting profit getting into the minus class, is not certain, he said.

### Commission Legislation Reviewed

"There is pending before the Texas legislature," Mr. Dargan said, "a proposal to give the state board of insurance commissioners control over commissions paid to agents of fire companies. Most of us are opposed in principle to giving the state any further control over our business, but by reason of the public interest vested in the insurance business, and the further fact that the companies do not seem to be able to compose their differences among themselves (without the danger of violating the anti-trust laws), it seems likely that this proposal will also become a law."

The operations of the Texas department, Mr. Dargan said, are well conducted and positions are held by men of sense and integrity.

### Lesson from Life Companies

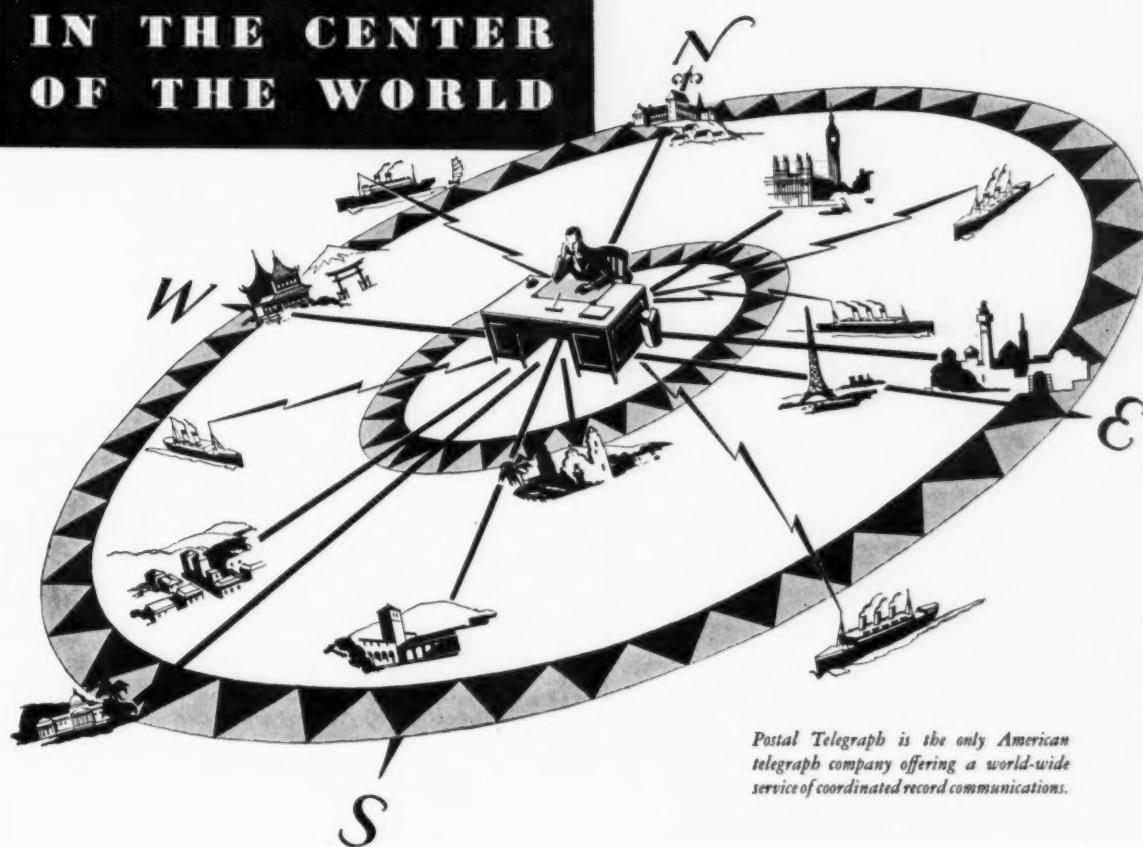
Mr. Dargan said that fire and casualty companies have much to learn from life companies, which have been able to get the active support of banks and trust companies. The educational courses offered by life companies, which have put the business on a much higher plane than formerly existed, Mr. Dargan credited as one reason for their success. The other reason lies in their method of handling agents. "The agent of a life company," Mr. Dargan observed, "rarely represents more than one company; he is loyal to that company, he has many things done for him to inspire and help him and keep him peped up. Life companies mainly collect their own premiums, doing away with the credit problems which face other classes of companies, and they pay renewal premiums over a long period of years, relieving their agents of the loss of time and attention after the policy is once put on the books. Many a fire and casualty agent would be better off today if simiar methods could be pursued in those branches of the business."

The recommendation of the executive committee that articles 2 and 3 of the constitution be amended to read as follows, was adopted by unanimous vote:

"Its purpose shall be to establish and

(CONTINUED ON PAGE 32)

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**AS SEEN FROM CHICAGO**

**MILLERS NATIONAL ELECTION**

Joseph LeCompte of the Lexington Rolling Mills, Lexington, Ky., is the new president of the Millers National. He was elected at the annual meeting to succeed M. A. Reynolds, who died recently. Mr. LeCompte had been vice-president.

The new vice-president is Samuel Plant, formerly of the Sam Plant Milling Company, St. Louis. H. M. Giles of Minneapolis was elected director to fill the vacancy on the board caused by the death of Mr. Reynolds. Mr. Giles is manager of the Millers National northwestern office.

\* \* \*  
**BASKETBALL LEAGUE BANQUET**

The Chicago Insurance Basketball League closed the season with a banquet at the Larabee "Y" where the games were played, Thursday night with President W. F. Cuffel of the Hartford in charge. C. M. Cartwright of THE NATIONAL UNDERWRITER was toastmaster. The speakers were F. M. Chandler, associate manager Employers Liability; Secretary E. M. Ackerman, Illinois Insurance Federation, Chief McAuliffe of the Fire Insurance Patrol and Executive Secretary W. F. Miller of the "Y." The leading teams that received trophies were Marsh & McLennan, first; Hartford Fire, second; Chicago Board, third; Zurich, fourth.

\* \* \*  
**DOWNING HEADS EXAMINERS**

The "administration" ticket went through at the annual election of the Association of Fire Insurance Examiners April 16. H. G. Downing, National of Hartford, former vice-president, was elected president. W. C. Daniels of the Continental, the secretary, was elevated to vice-president. Other new officers are, secretary, R. J. Petrick, Atlas, and treasurer, W. G. Herb, North America. The association has been active in the last year under Charles M. Heinze, who retires as president. The Marsh & McLennan quartet, consisting of William Loewe, W. J. Pryor, E. Beezhold and R. Dunton, entertained.

\* \* \*  
**COUNTRY CLUBS DO BURN**

Promoters of the Country Club Insurance Exchange, newly organized Illinois reciprocal, were undoubtedly interested in the destruction by fire of the Mohawk Country Club in Bensenville, near Chicago. The loss was estimated at \$50,000.

J. D. McGuffin, Chicago advertising man, and seemingly the principal promoter of the country club reciprocal believes that stock company rates on this class are too high. He bases his theory on the results of a questionnaire he sent to country clubs but insurance men observe that all of the losses apparently were not reported to him.

\* \* \*  
**VERNOR ON THE WING**

R. E. Vernor of the Western Actuarial Bureau, Chicago, spoke before the Milwaukee Safety Council, Tuesday of this week and is to address the Rotary Club of Kansas City Thursday.

\* \* \*  
**PICTURE TUNNEL DISASTER**

A single reel motion picture covering the outstanding features of the recent tunnel disaster in Chicago is being prepared by the fire prevention department of the Western Actuarial Bureau. The photography was under the direction of S. H. McElroy, chief of the cinema division of the fire prevention department, who had cameras in position

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at all times from shortly after the fire started until it was extinguished. The picture will provide valuable data to be used at the various firemen's short courses in connection with instruction in the use of various types of gas masks.

\* \* \*  
**LUNCHEON FOR PERCY GOODWIN**

Chicago local agents gave a luncheon Wednesday of this week at the Standard Club in honor of President Percy H. Goodwin of the National Association of Insurance Agents, who was in the city en route to Minneapolis. The committee in charge consisted of Rockwood Hosmer, W. Egbert Rollo, Bruce Ritchie, Hamilton Loeb and J. M. Newburger. The affair was in charge of President P. B. Hosmer of the Chicago Board and Allan I. Wolff, Illinois councillor of the National Association of Insurance Agents. Secretary S. E. Moisant of the Illinois association was present.

\* \* \*  
**Frederick O'Brien**, vice-president of the Chicago Fire & Marine, visited the Texas agencies of his company last week.

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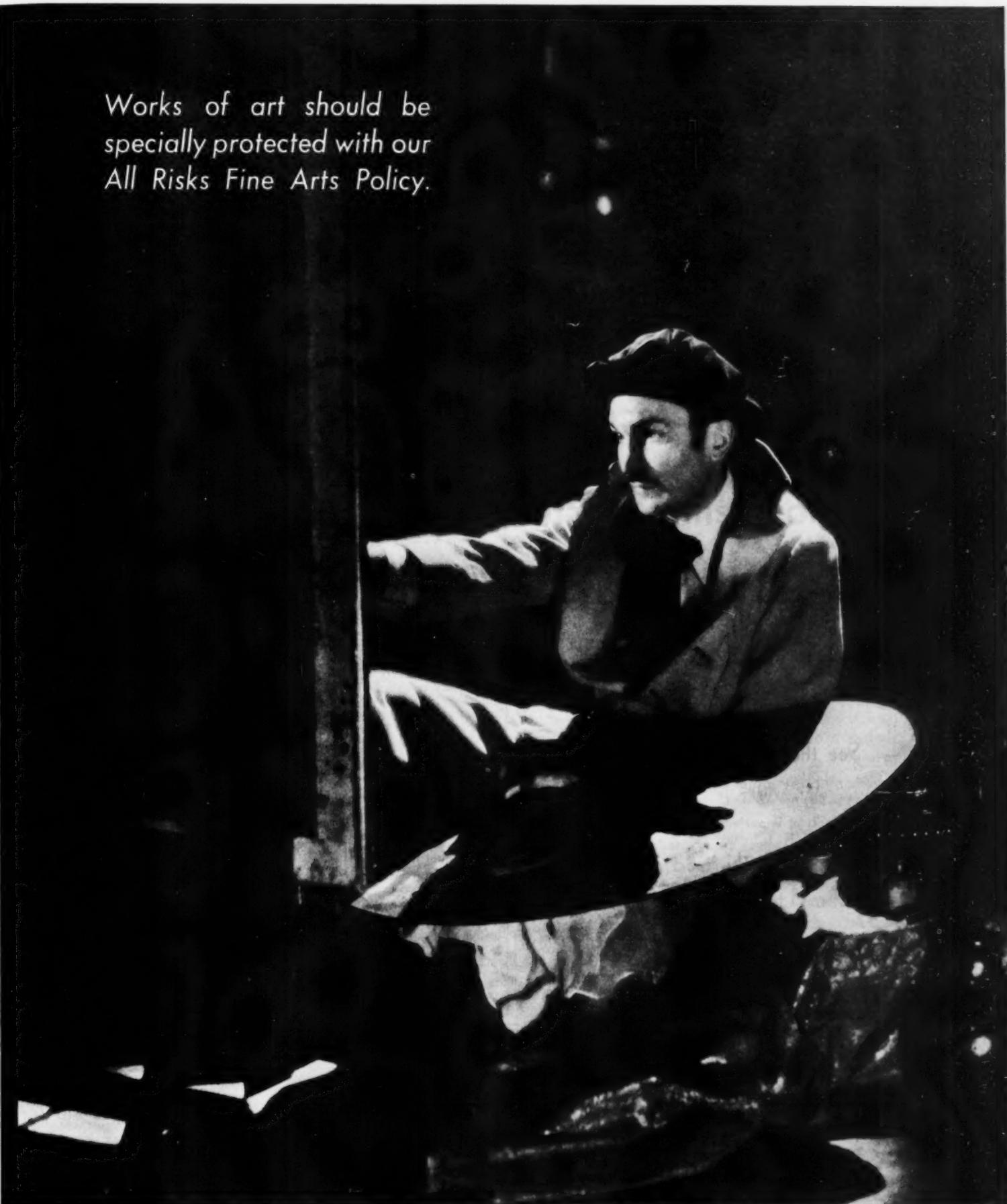
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MONTRÉAL

## I. U. B. Commission Checks Going Out

(CONTINUED FROM PAGE 5)

Board adopted last November, the producing agent receives 10 percent on the entire line at the inception of the policy. He is then permitted an additional 5 percent on that portion of the premium which is applicable to the liability located in the city or town and immediate vicinity in which such agent is commissioned. This allows 5 percent to be paid to other agents throughout the country where values are similarly located. This 5 percent, however, cannot be paid until after the final report and adjustment is made.

One of the accomplishments of the year, according to Mr. Dumont, was the adoption by the I. U. B. of the new application blanks embodying an agent or broker of record letter. This must be signed by the assured, appointing an the assured with the I. U. B. to ne-

gotiate with the board in any insurance of the classes coming within its jurisdiction on the property described in the application. It also revokes any authority theretofore given on the subject.

### History of the Risk

Several questions in the application are designed to bring out the history of the risk and Mr. Dumont said that this system has accomplished much in stopping the switching of business from one member company to another. It is important that applications be completed in detail, he said.

Whenever a new broker of record is received, Mr. Dumont said that the former broker of record and the interested company are notified that they have been superseded. There is a wait of 10 days before an advisory average rate is computed. Mr. Dumont said that great care is taken in checking the list of locations and values on the new application to make certain that they are correct and that there is no attempt to file

fictitious values or practice some subterfuge.

The I. U. B., he said, declines to compute an advisory rate unless there is satisfactory evidence that the entire line is under central control and single ownership. He said that the I. U. B. has been approached with requests to handle associations but he deems such business improper. He said that the I. U. B. has subscribed to a national reporting organization so that whenever there is more than one assured named or there is any doubt on the question of single ownership or control a credit report may be had. "We do not rely on the statement of the company, the assured or the agent," he said.

Only one major rule of the I. U. B. has proved unworkable, according to Mr. Dumont. That was the so-called 30 percent rule which provided that the limit of liability at any one location should not be more than 30 percent of the total estimated average values at all locations. This, he said, was found impractical except in department stores, and has been rescinded except as to that class.

### Simplicity Is Goal

Simplicity, Mr. Dumont said, has been aimed at in rules and forms. The original plan contemplated nine forms, but the first pamphlet of rules put out by the I. U. B. in July, 1929, contained only five forms. This has now been reduced to three—forms 1, 2 and 5.

Form 1 covers only in branch stores, warehouses or distribution points while form 2 covers seasonal manufacturing risks.

Form 5 is a straight coinsurance floater which may be written with either the 90 percent or 100 percent coinsurance clause. Patterns and dies may be written under this form as well as all of the coverages under form 1. It is intended to care for property in widely scattered locations where an assured is unable to identify specific locations and values but has a bookkeeping system which shows correct aggregate values. The policy is issued at the average rate but does not provide for any annual assessment or monthly report. This form is not used as extensively as No. 1, which is slightly broader.

Commencing with the October monthly report of values, all associated companies have been required to file with the I. U. B. a copy of these reports signed by the assured. These are all tabulated and compared with the values as submitted in the original application, and specific insurance if any noted which might have a bearing on the rate.

### Statement of Losses

On the twelfth report of values, a statement of all losses paid is required. This, he said, gives a constant check as to the accuracy of the estimated average values as submitted and also a checkup on the location which has been furnished in order to qualify for the I. U. B. advisory rating.

"One of the worst troubles with the reporting form prior to the organization of the I. U. B. was the inability to secure reports of value promptly," Mr. Dumont declared. "We have a rule that the I. U. B. will not compute any renewal advisory rate until it has received at least eight monthly reports of value. In view of the fact that the company and the agent or broker is usually desirous of having the renewal rate computed 30 to 60 days before expiration, this keeps the report very close up to that period."

There is a movement now on foot, Mr. Dumont declared, to make the auditing of every contract compulsory and to have the auditing centered in the I. U. B. He said he is eager to put in a system of auditing the assured's books. This, he believes, will result in increased values being reported for insurance purposes and at the same time relieve the mind of the assured as to the possibility of becoming contributory under his reporting or floater form.

The changes recommended by the special committee formed last fall to review the operations of the board appear in the rule book dated April 15,

1931. The only material change is the deletion of the processor's form which was designated No. 4. Another change is in the clause referring to contributing and specific insurance. This has been divided into two paragraphs and according to Mr. Dumont, should now leave no doubt that the I. U. B. forms are always excess of specific insurance.

"It has been intimated by some that the I. U. B. has considered reducing the number of locations in order to qualify," Mr. Dumont said, "but I assure you that no such question has ever been seriously considered by any one of our committees and we still require five or more locations."

"At the present time," Mr. Dumont observed, "in most jurisdictions, the general cover contract may be written on two or more locations provided they are in more than one city." The forms as suggested at the present time, for adoption by the regional organizations, to supplement the present general contract, he said, are very similar to the I. U. B. contract with the exception of the premium adjustment clause.

"It is the suggestion of the Interstate Underwriters Board," he said, "that these general cover contracts be intra-state, subject to the jurisdiction of the local rating organization, being limited to a coverage in a single state." Should the regional and local organization adopt the suggested forms and rules for general cover contracts, he said it might be desirable to utilize the facilities of the I. U. B. in order to collate data on all reporting and floater forms whether intra-state or inter-state.

A new rule in the April 15 revision, which is effective June 1, is: "Provisional amount under forms No. 1 and No. 2 shall not be less than the highest limit of liability in any one location." This, according to Mr. Dumont, was adopted to keep the limits within reason and to guarantee the company proper premium for such liability. "It is unfair and poor salesmanship to ask for excessive limits and should always be discouraged. There apparently has been less complaint in the last few months from agents over the country," Mr. Dumont declared. "We believe that more of them are really beginning to understand the aims, purposes and operations of the board."

## End Cheating Now, Street Urges in W. U. A. Address

(CONTINUED FROM PAGE 5)

our principals and ourselves, resolving to observe the proprieties of the business as we all know them. Such observance will carry with it regard for law, for the law requires nothing to which we are not already pledged. It is necessary only to keep our own word as it has been given—to be honest with ourselves."

Under the topic "Another Evasion," Mr. Street condemns a practice in the automobile insurance field. That is the payment of an excess commission for the casualty end of combined policies by some companies with casualty running mates. With a few exceptions, Mr. Street expressed the opinion that the commission rules of the National Automobile Underwriters Association are being "fairly well observed."

"I feel that replacing association companies in an agency or taking business away from association companies through the payment of a commission in excess of the prescribed scale for the casualty end of automobile business is a form of competition which cannot be permitted to continue if the National Automobile Underwriters Association is to live and the Western Underwriters Association is to remain an effective body. It constitutes distinctly unfriendly conduct for which the offending company should be cited under our rules. It is not merely automobile premiums that are involved but fire business as well, which is purchased in this reprehensible way."

The necessity for a contract with agents, which establishes definitely the

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## Is Unemployment... Waste?

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relationship of company and agent, was emphasized by Mr. Street. Above all, the contract should establish a trust relationship as to company funds in the hands of the agent, Mr. Street said. "No agent," he said, "can object to that so long as it imposes no additional burden on him or injustice on anyone."

#### Contractual Relations

Mr. Street indicated that the report of the committee on contractual relations with agents would be interesting and he urged the association to give the report most careful consideration.

"That agents of fire companies should have been appointed these many years without a formal contract defining the rights and duties of both parties thereto was a tribute to the character of agents, a reminder of old time personal associations and an exemplification of that mutual confidence, respect and consideration which should always govern agency relations. It was proper enough under the conditions of 25 years ago, but that practice does not meet the requirements of today. I confidently believe that such a contract will aid greatly in raising the standard of agency representation, a result more earnestly desired by all. Casualty companies, life companies and others have agency contracts which leave no room for misunderstanding."

#### Right to Expirations

"No one wishes to interfere with the rights of any agent not in default to his companies while he who defaults should have no rights that can be invoked to cover a breach of trust. His right to expirations is generally recognized and protected by general agreement. Even more than ownership and control of expirations, the slogan of agency organizations everywhere has been improvement of the standard of agency representation, and I can imagine nothing that will in a simple and proper way do more along that line than a contract which recognizes in full measure the right of both parties thereto, defined in such a way as to avoid misunderstanding and, above all, establishes a trust relationship as to company funds in the hands of the agent."

Mr. Street intimated that he is opposed to agency qualification laws. "The foundation," he said, "of any agency plant is laid in the original selection of agents and their character, business ability and responsibility immediately reflect managerial capacity. Anything we can properly do to improve agency representation should be done always. The inevitable changes in our business in the next few years will probably bring us to welcome some things we now regard rather lightly, and properly directed effort to raise agency standards will be one of them. It is something no statute will ever reach under our political system but, with cooperation forced on us through the inevitable working of economic laws, as it will be in time, we can regulate it ourselves."

#### Cigarette Losses

Mr. Street rarely lets an occasion pass to express his aversion for cigarettes and these he mentioned caustically in connection with the small claim problem. He said that more heed must be given to petty leaks that come through careless handling of minor loss claims. "Small claims under tornado policies for loose shingles, slamming doors that did not slam in a storm, the only contingency against which you insure, and other items involving both fire and tornado claims, are too often dismissed with the feeling that they are individually too small to justify serious attention, but in their final cost, both in dollars and in unfavorable influence on public and agent, they compare with that dripping of water which in time wears away the hardest stone. It is a certainty that more than 90 percent of all claims against you will be less than \$500 and probably 80 percent of those you pay will be below \$100. Too often smaller claims do not receive the atten-

tion that they should and would have if their aggregate cost is realized at a time when it is especially necessary to make sure only legitimate claims are paid if any profit is to remain."

Mr. Street quoted Captain Conway of Cincinnati as reporting that in 1930 there were 1,647 claims involving an actual payment of \$70,799 growing out of cases in which neither the fire department nor the salvage corps was called, "and of which probably 90 percent were due to the omnipresent cigarette."

He said that \$2.36 of every \$100 received for fire liability in Cincinnati was paid out in loss claims, of which the fire

fighting organizations never heard. These cases should be always referred to qualified adjusters. Mr. Street paid a tribute to Captain Conway.

Mr. Street mentioned the report of the committee on classification of membership. "The committee will offer a recommendation which I feel will meet the situation with which we are otherwise sure to be confronted sooner or later under the changing conditions of company representation."

In order to maintain more intimate contact between the Eastern Underwriters Association and the Western Underwriters Association, Mr. Street urged creation of a conference committee con-

sisting of the president, chairman of the governing committee and one other member to be appointed by the president, with the approval of the governing committee. This committee, he said, should meet at periods of every three months or oftener to discuss problems of mutual interest.

"The governing committee is asking you for legislation enlarging its authority in a way to enable it to deal properly with certain special situations which confront us at this time. Approval of the committee's request is recommended in the full belief that this temporary and unusual extension of its authority is necessary and desirable."

# You can really enjoy life if you are properly insured

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## CHANGES IN THE FIELD

### Stafford Redistricts Ohio

#### Sun's Field Divided Three Ways with State Agent in Charge of Each

J. F. Stafford, western manager of the Sun, announces that the Ohio field has been divided into three districts with a state agent in charge of each.

A. C. McCabe will supervise the eastern half of Ohio except those counties contiguous to the West Virginia line. Mr. McCabe's headquarters are at Cleveland.

Otto P. Sachs, with headquarters at Wheeling, W. Va., is placed in charge of the counties along the West Virginia line.

The western portion of Ohio is to be in charge of C. Ward Little, whose headquarters will be at Columbus.

### L. & L. & G. in Eastern Shifts

#### Butler Transferred From Pennsylvania to New York Suburban—Petrik Gets More Territory

The Liverpool & London & Globe has made a number of field changes in Pennsylvania. Special Agent G. T. Butler has been transferred from central Pennsylvania to New York suburban territory with headquarters at 150 William street.

The territory supervised by State Agent G. S. Petrik has been increased to include part of central Pennsylvania. Mr. Petrik will be assisted by Special agent R. H. Priest, who was recently transferred to the field from the home office. Their headquarters will be in the Arrott building, Pittsburgh.

The remainder of central Pennsylvania has been added to the territory of Special Agent A. W. Kline, who continues to operate from Wilkes-Barre.

#### H. O. Chase, E. D. Purkey

H. O. Chase, who has been special agent of the New York Underwriters in western Pennsylvania, has been transferred to Tennessee as state agent, succeeding the late G. M. Beattie.

His headquarters will be in the Stahlman building, Nashville. He has been in the field for the New York Underwriters for many years.

Special Agent E. D. Purkey, who has been associated with Mr. Chase in western Pennsylvania, has been placed in charge of that field.

#### George B. Campbell

George B. Campbell, who heretofore has traveled Nebraska and Iowa for the American Central, will henceforward restrict his activities to the former state, representing in addition to that company the entire Commercial Union group, of which the American Central is a member. S. L. Kerrigan will continue as Iowa special for the Commercial Union fleet, including the American Central, formerly supervised in the territory by Mr. Campbell. The latter will still maintain headquarters at Lincoln, and Mr. Kerrigan at Des Moines.

#### H. G. Whitney, L. L. MacIver

H. G. Whitney, special agent of the National of Hartford for Maine, New Hampshire and Vermont for the past four years, has resigned and is succeeded by L. L. MacIver, who since 1920 has been with the National in the sprinklered risk department and the New England underwriting department, for the past year head examiner for eastern New England. He will make his headquarters at 41 Exchange street, Portland, Me.

### Moyer Joins St. Paul F. & M.

#### Southern Fire Man Becomes Eastern Pennsylvania State Agent in His New Connection

M. E. Moyer, formerly of the Southern Fire, has joined the St. Paul Fire & Marine as state agent for eastern Pennsylvania, except for Philadelphia and Philadelphia suburban. This territory was formerly under supervision of State Agent W. N. Edwards, who also traveled northern New Jersey for the St. Paul. In order that both territories might be more closely supervised, the division was decided upon, Mr. Edwards

remaining in charge of northern New Jersey.

Mr. Moyer traveled eastern Pennsylvania for the Southern Fire for two years and for seven years prior to that was with the America Fire. At one time he was inspector for the Underwriters Association of the Middle Department. His headquarters will be in Harrisburg.

#### John H. Thomson

John H. Thomson, who until recently had been traveling Ohio for the Eagle Star & British Dominions and Lincoln of New York, has been appointed special agent in Ohio for the Millers National. He will be responsible to State Agent G. P. Johnson and his headquarters will be in Columbus. Previous to traveling for the Eagle Star and the Lincoln, Mr. Thomson was Ohio special agent for the Hanover and before that was connected with the Ohio Inspection Bureau.

## VIEWED FROM NEW YORK

By GEORGE A. WATSON

#### NATIONAL LIBERTY COMMENT

In the survey of underwriting conditions during the past year, which accompanies its statistical analysis of insurance stocks, Gilbert Elliott & Co. of New York City, has the following to say regarding the portfolio changes of the National Liberty group:

"It is understood that when control of the National Liberty, Baltimore American and Peoples National was obtained by Home of New York interests about a year ago from the Goldman Sachs Trading Corporation, a repurchase agreement was effected, whereby the trading corporation agreed to take up at \$151 a share, approximately two-thirds of the Manufacturers Trust stock held in the portfolios of these three companies. It is reported that Goldman Sachs took up about one-half of this stock on April 19, 1930, and the other half on Jan. 30, 1931. Manufacturers Trust stock remaining in the portfolios of these companies is reported as follows: National Liberty, 26,987 shares; Baltimore American, 5,851 shares; Peoples National, 4,646 shares. The above mentioned stock was carried at \$29 per share as of Dec. 31, 1930, while the stock taken up by Goldman Sachs in January was carried at the contract price of \$151 per share."

#### ONE ROOF FOR ROYAL

A number of units of the Royal group are now installed in the new and enlarged quarters of the Royal building at 150 William Street. The metropolitan department of the Royal, the Liverpool & London & Globe, Queen and Royal Indemnity are now housed in the new quarters. The Globe Indemnity will soon transfer to the new building from its present headquarters in Newark. The Liverpool & London & Globe will also move in from its present location in the Pershing Square Building.

The metropolitan department of the L. & L. & G. was formerly located at 123 William Street. The Queen's metropolitan department had been located in temporary quarters at 156 William Street.

#### BULKLEY HEADS F. I. A.

President George G. Bulkley of the Springfield F. & M. was elected president of the Factory Insurance Association at the annual meeting to succeed President F. D. Layton of the National Fire, who had served for two years. The vice-presidents are E. J. Sloan, vice-president Aetna; F. C. White, vice-president Hartford Fire; secretary J. H. Vreeland, United States manager Scottish Union; treasurer J. K. Hooker, vice-president Automobile.

F. Minot Blake, secretary Phoenix of Hartford, was reelected chairman of the executive committee. The other members are C. W. Pierce, vice-president Continental; C. F. Shallcross, United

## COMPANY NEWS

### Unverzagt Allemannia Head

#### W. A. Steinmeyer Becomes Chairman of Board—W. A. Forrest Secretary and D. H. Doherty Assistant

W. A. Steinmeyer, son of the late William A. Steinmeyer, has been elected to the newly created position of chairman of the board of the Allemannia. The new chairman of the board was made a director in 1911; two years thereafter he became assistant to the president and later served as vice-president and treasurer.

The new president is G. W. Unverzagt, who has been connected with the Allemannia since 1906. In 1920 he was named assistant secretary, became a director and six years later was made secretary-treasurer. In 1927 he was elevated to the vice-presidency.

W. A. Forrest, Jr., was advanced from assistant secretary to secretary. He joined the Allemannia in 1928, after 25 years' association with the Crum & Forster group in New York City. Mr. Forrest was also elected to the board. D. H. Doherty, who has been with the Allemannia since 1915, becomes assistant secretary.

### Named Hartford Vice-President

J. L. D. Kearney, vice-president and general manager of the Hartford Accident, has been elected vice-president of the Hartford Fire. Mr. Kearney started with the American Bonding in Baltimore in 1906. In 1911 he was named vice-president of the Equitable Surety in charge of that company's New York state business. He joined the Hartford Accident as secretary when the company was organized in 1914. He was elected vice-president in 1920 and in 1928 succeeded Norman R. Moray, who resigned at that time.

### Hanson Succeeds Hauser

J. E. Hanson, auditor of the Retail Hardware Mutual of Minneapolis for the last six years, has been named to succeed Henry Hauser, who was killed recently in an automobile accident, as treasurer of that company. Mr. Hanson also will continue his duties as auditor. Mr. Hauser was motoring to Minneapolis here from Florida with Mrs. Hauser when their car collided head-on with a truck near Floyd, Ia.

### Piedmont Increases Capital

The Piedmont Fire of Charlotte, N. C., subsidiary of the Aetna, has increased its capital stock from \$100,000 to \$200,000 and has completed plans to extend operation to other states.

### Insurance Commissioners' Rally

While the exact date of the meeting of the executive committee of the National Convention of Insurance Commissioners has not been definitely set, it will be held in Chicago the week of June 15.

### Michigan Field Meet Set

The annual convention of the Michigan Fire Underwriters Association will be held at Gratiot Inn, Port Huron, as in past years, June 24-25, President F. D. Row, state agent for the Springfield Fire & Marine, announces.

## Company Notes

The Union Marine and General has been licensed in Kentucky.

The Metropolitan Fire, with executive offices in Hartford, has been licensed in Illinois.

The American National and the U. S. Merchants & Shippers have been licensed in Montana.

## *Inspiration and Perspiration*

SOME agents seem content to lean back in a swivel chair, bemoan poor conditions and wait for business to walk in through the door. Others, on the contrary, are exerting themselves more in their solicitation. They have given some thought to the evolution of fire insurance and the complete service it offers the public.

Fire insurance is a business of change, of adjustment to public needs. It requires constant study and application, first because it leans heavily upon experience, and second because new forms must constantly be stimulated in order that they may become appreciated and utilized.

Some side-lines have developed as indemnity for the destruction or damage of property wrought by the forces of nature, such as wind-storm or tornado and earthquake. Others are the result of the thought that there should be insurance for unavoidable losses which follow a fire or other cause of loss and continue during the rebuilding period. Such are use and occu-

pancy, rent, rental value and leasehold value. Others pay for the destruction caused by man and man-made things, such as explosion, riot and civil commotion and sprinkler leakage. Inland marine lines provide indemnity against a host of loss possibilities and protection for all that floating property which previously could be insured only by a number of specific policies.

There are no longer side-lines. They are forms of insurance that meet definite public wants. Often they sell themselves, as many agents have learned after simply explaining the protection they give. These agents bear out Thomas A. Edison's statement that genius is one percent inspiration and ninety-nine percent perspiration. In other words the genius of insurance salesmanship, when the going is hard, is one percent inspiration and ninety-nine percent hard work. They have found that hard work pays in the sale of these classes of insurance, all of which Corroon & Reynolds' companies write.

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KNICKERBOCKER INSURANCE COMPANY OF NEW YORK  
MERCHANTS AND MANUFACTURERS FIRE INSURANCE CO.  
NEWARK, N. J. (Chartered, 1849)  
NEW YORK FIRE INSURANCE COMPANY  
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REPUBLIC FIRE INSURANCE COMPANY OF AMERICA  
PITTSBURGH, PA. (Incorporated, 1871)

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### Use of the Argus Chart

THERE is probably no more useful reference book to have on a man's desk, whether he be agent, broker, official or member of an office staff than the Argus Fire Chart for 1931 published by THE NATIONAL UNDERWRITER. This chart differs from others of a similar nature because it is more comprehensive in its showing. It is very easy, for example, to get the figures on the leading stock companies and the larger mutuals and reciprocals. It is far more difficult to get the financial statements of the smaller concerns, be they stock, mutual, reciprocal or Lloyds, on short notice. The Argus Chart covers the financial and operating reports of over 1,100 fire insurance institutions.

Very often the question comes up as to the standing of some company whose name is perhaps unknown. A man can turn to his Argus Chart and find it. Does someone want to know about the PATRONS CO-

OPERATIVE FIRE of Osseo, Minn., the MUTUAL FIRE of Springfield, Mass., the FINNISH MUTUAL FIRE of Calumet, Mich., the AMERICAN AUTO INSURANCE ASSOCIATION of Orlando, Fla., the THEATER UNDERWRITERS of Philadelphia, the SECURITY LLOYDS of Dallas, he can find them all in his Argus Chart. He has the record of all the stock companies, all the mutuals, all the reciprocals and all the Lloyds.

He can study the gain and loss exhibit of the stock companies. He will be interested in going over the premiums and losses from the various departments or classes of a company. There is a world of very useful information in this chart. There were a number of changes last year in the regrouping of companies or other important shifts. Some companies retired and some reinsured. Others went in the hands of a receiver. The 1930 record is thus given in this valuable reference work.

### Standard Accident—First But Not Last

EXCEPTIONAL courage was required of the STANDARD ACCIDENT to take the radical step necessary to adjust its accident writings to present day conditions. Its accident experience has been bad but no worse than that of many other leaders in the field. Higher rates and deliberation of benefits were inevitable. There were two methods by which the change might have been introduced. It could have come as an organization program or at least as the program of a few companies making the change coincidentally. But it came through the other method of one company assuming the leadership, breaking loose from the pack towards the goal, which all must reach if they are to survive.

The STANDARD ACCIDENT has come to the conclusion that the death benefit feature of accident policies and especially of so-called jumbo policies is in large part responsible for its consistent and progressively higher underwriting loss during the last five years. Accordingly the STANDARD ACCIDENT has introduced a new policy with-

out death benefits and is urging its producers to emphasize this policy, as far as possible, to the exclusion of the contracts with death benefits. Also the rates for the death benefit are substantially advanced. And jumbo risks are eschewed as a matter of underwriting policy.

Accident insurers are beginning to realize that their rates have lagged many years behind the accident record, especially and particularly the automobile accident record. The basic rate for the STANDARD ACCIDENT's death benefit has not been changed for 20 years. In 1910 the automobile was just passing out of the novelty stage into the luxury stage. Compared with today, as a killer it was a negligible factor. Last year the automobile cost 32,500 lives and that record is being substantially exceeded this year. It is fundamental insurance and common sense that the premium cannot remain constant while the hazard is on the geometrical increase.

The STANDARD ACCIDENT is the first. It will not be the last.

## PERSONAL SIDE OF BUSINESS

The death last week of C. H. O'Neil at Kansas City, Mo., has removed from the insurance field one of the most popular and able field men in Kansas. For many years he traveled as state agent for the Aetna Fire. "Charley," as he was familiarly called by his associates, commanded the respect and admiration of all those with whom he came in contact.

G. A. Jackson, assistant secretary of the Hanover Fire for several years, and in its service for 25 years, died at the Johns Hopkins Hospital, Baltimore, and was buried last Friday at his former home city of Philadelphia. Prior to joining the staff of the Hanover, Mr. Jackson was connected with the Philadelphia department of the Royal, serving under the late R. E. Warfield.

John C. Kidd, Indiana commissioner, has returned from a three weeks' trip through the east and southern states in connection with the work of his department. He is planning to confer with Governor Leslie at once concerning the appointment of a commission to codify the insurance laws of the state. Commissioner Kidd believes that the work should be completed as quickly as possible.

Raymond Waldron, vice-president of the Detroit Fire & Marine, has returned from a ten-day vacation spent at West Baden, Ind., the first vacation that Mr. Waldron has had since joining the Detroit Fire & Marine several years ago.

O. E. Lane, president of the Fire Association and allied companies, and Franklin Vanderbilt, vice-president and general manager of the Constitution Indemnity, are in San Francisco for a week's visit with F. M. Avery, Pacific Coast manager.

Elliott Middleton, secretary of the United States branch of the Sun, is in the south visiting agencies in Jacksonville, Atlanta and other central points. He plans to be away from New York City some three weeks.

S. F. Weiser, secretary of the Dubuque Fire & Marine, has just returned home from Los Angeles, where he was called by the death of his mother. He stopped off in Denver to confer with W. E. McCullough, manager of the mountain department.

Members of the general agency firm of Rolph, Landis & Ellis and friends of James Rolph III attended the luncheon given in the latter's honor by his father, Governor James Rolph, Jr., in San Francisco April 17. The affair was in celebration of the younger Rolph's birthday.

I. N. Harlan, for 45 years a local agent in Indianapolis, died at his home there after a brief illness. At one time he was president of the Indianapolis Association of Insurance Agents. A son, Myron S. Harlan, is in the local business in Indianapolis.

M. B. Berry, Kentucky state agent for the Fidelity-Phenix, had a very narrow escape from serious injury, in an automobile accident in Paducah, Ky., when a car in which he was a passenger skidded and was wrecked. Glass cut him about the right eye in several places, but missed the eye.

Roy L. Nicholson, Wisconsin state agent Michigan Fire & Marine, was unanimously elected president of the Optimist Club of Milwaukee. Mr. Nicholson has been a member of this club for several years, has directed the singing, compiled the club's song book and has written most of the choruses in the book. He has also composed

both words and music of "The Song of the Optimists" which is sung in all clubs in the United States and Canada.

A testimonial dinner in commemoration of the 10th anniversary of his election as secretary and counsel of the Insurance Society of Columbus will be tendered R. M. Knepper April 29. Arrangements are being made by F. E. Kirkpatrick, president of the society. The affair will be attended by members of the organization and state agents of companies which are represented in the offices of the members.

F. B. Owen, president of the Cleveland Insurance Agency, was called to Baltimore last week by the death of his mother. Mr. Owen formerly lived in Baltimore.

W. S. Troxell of Springfield, Ill., one of the old time local agents there, who established the present Troxell-Kikendall Company agency in 1887, died Saturday, having been confined to his bed since early in January. He conducted the real estate agency of W. S. Troxell & Son, his son, Roy G., being associated with him. R. W. Troxell, who is head of the Troxell-Kikendall agency, another son, is president of the Illinois Association of Insurance Agents. The funeral was held Tuesday from St. Paul's Episcopal church in Springfield. He was 68 years of age. He disposed of his agency to the Troxell-Kikendall Company 25 years ago.

C. M. Talbert of the Standard Underwriters Agency, St. Louis, continues as a member of the executive committee of the St. Louis Municipal Opera Association, which for the past 12 years has been giving a series of light operas and musical comedies in the open air theater in Forest Park. This is one of the most unusual organizations of its kind in the world and has won an international reputation.

W. C. Boorn, assistant general agent in Chicago for the Hartford, is in poor health and has been in San Antonio for about a month recovering his vitality. He is expected to return to Chicago about May 1.

Leo D. Anderson of Grand Rapids, who is Michigan state agent for the National Union and National Union Indemnity, suffered loss of his left arm in an unusual automobile accident. Mr. Anderson's arm, which was outstretched as a warning to motorists to his rear, was struck by a truck driven in the opposite direction. The arm was severed at the elbow, but surgeons found it necessary to amputate the arm at the shoulder later.

Mr. Anderson showed great presence of mind at the time of the accident. He brought his car to a stop, held the remnant of his arm to check the flow of blood, crawled out the window of the door, which had jammed, and started after his wrist watch which was on the severed arm.

W. J. Greer was honored by congratulatory resolutions, gifts and a luncheon on the 25th anniversary of his service as general manager of the General Adjustment Bureau. Resolutions in his behalf were adopted by the executive committee of the bureau. Officers and branch managers of the bureau gave Mr. Greer a luncheon and presented him with a watch and chain from all the employes of the bureau. In its first year of operation, the General Adjustment Bureau adjusted 1,182 losses; in 1930 it adjusted 42,550 losses.

George A. Brown, Illinois state agent of the State of Pennsylvania, is confined to his home in Peoria and is rather seriously ill.

# SAN FRANCISCO IN RUINS

514 City Blocks Wiped Out—28,000 Buildings  
Destroyed—Damages Mounted to \$350,000,000  
Over 300,000 Homeless.

SAN FRANCISCO, April 18, 1906—25 years ago—Following an earthquake shock at 5:13 A.M., fire, uncontrolled from lack of water, ravaged the city for three days and two nights.

As a result of this great catastrophe some insurance companies failed. Others discounted loss payments or denied liability—when the people of San Francisco were in direst need.

The record remains that the Royal Insurance Company held honorable position in that it was one of the group of five, heavily involved companies which paid all claims in full immediately upon adjustment and without cash discount.

Before the Royal building was gutted, and in the face of fast approaching flames, members of the Royal staff

secured all Company records. Almost before the smoke had cleared from the smouldering ruins, claims were being paid at new temporary quarters.

The Royal is proud of its part in making possible the re-building of a greater, more beautiful city; as proud indeed as the citizens of San Francisco should be of their indomitable courage in that crisis.

*The Royal shield is a guarantee of security.*



Claus Spreckels Building. Flames leaped across Stevenson St. Wooden buildings added fuel which hastened the destruction. A Royal loss.



Murphy, Grant and Company, one of the City's prominent stores, in a mass of flames. Building was totally destroyed. Another Royal loss.

On the nearby hillsides thousands of stunned citizens helplessly watched their homes burn.

**ROYAL**  
INSURANCE COMPANY LTD  
150 WILLIAM STREET ■ NEW YORK



# FIRE INSURANCE NEWS BY STATES

## OHIO AND WEST VIRGINIA

### Fire Prevention Conference

**Miami Valley Gathering Will Be Held at Dayton, O., Next Monday—Talks Scheduled**

Sponsored by the Dayton, Ohio, chamber of commerce, Dayton fire department, the Dayton board of education, council of parents and teachers, and the Dayton safety council, the "Spring Session" of the Miami Valley Fire Prevention Conference will be held at the Hotel Miami, next Monday.

R. C. Anderson, chairman of the fire prevention committee of the safety council, will preside at the meeting. Among the subjects to be discussed are: "Fire Prevention a Civic Responsibility," Paxton Mendelsohn, chairman, fire prevention committee, Detroit board of commerce; "The Junior Fire Department in Schools," Superintendent C. V. Courier, Dayton public schools; "Getting Convictions of Firebugs," Detective Sergeant G. W. Smith, arson squad, Detroit police department; "Cooperation Between Communities," Chief E. S. Reed, Middletown fire department; "How Dayton Reduced Its Fire Losses," Chief F. B. Ramby, Dayton fire department; "The Importance of Adopting a Model Fire Ordinance," T. A. Fleming, a conservation manager, National Board; "How Can Volunteer Fire Departments Better Themselves?" (speaker to be announced); "Is Fire Prevention Needed on the Farm?" President L. B. Palmer, Ohio Farm Bureau Federation.

#### Women's Division

Following is the program arranged for the women's division of the conference: "Cleaning Fluids—Their Use and Abuse," District Chief W. H. Carver, fire prevention bureau, Dayton fire department; "Common Sense and Electricity in the Home," Miss Esther Rockey, chairman girls educational division, Dayton Power & Light Company; "Fire Prevention and the Junior Citizens League," Principal William Prinz, Emerson junior high school; "Fire and the Housewife's Responsibility," Paxton Mendelsohn.

### To Dine Visiting Officials

**Huntington Local Board Will Honor Leaders in West Virginia Association of Insurance Agents**

The Huntington, W. Va., local board is making arrangements to entertain the officers and committee chairmen of the West Virginia Association of Insurance Agents the evening of June 18, preparatory to the annual meeting of the state association the day following. E. S. Reeser is president of the Huntington board. W. B. Calhoun of Milwaukee, chairman of the executive committee of the National association, will attend the West Virginia state meeting. W. F. Alexander of Charles Town, president of the West Virginia association, will preside at the business sessions.

#### T. Alfred Fleming in Ohio

T. A. Fleming, supervisor of the conservation department of the National Board is spending several days in Ohio at this time. He spoke in Warren this week and is scheduled to address the Miami Valley Fire Prevention Conference in Dayton April 28. He will speak in Dayton on the desirability of enacting a model building ordinance.

### Manchester Scores I. U. B.

**More Than 100 in Attendance at Cleveland Board Meeting to Welcome New Ohio Superintendent**

CLEVELAND, April 22.—At last week's meeting of the Insurance Board of Cleveland more than 100 members and guests were present to welcome Superintendent C. T. Warner, who appeared before the board for the first time since his appointment.

President H. R. Manchester brought up the question of advertising the new supplementary comprehensive policy through the newspapers. It was decided that such advertising should be done by the agents individually.

#### Ransom Reviews Nashville Topics

Vice-president C. O. Ransom discussed some of the problems brought up at the Nashville convention. He outlined the conditions in Dallas which were remedied through organization. At one time agents increased in that city to a point where there was one agent for every 28 people. He reviewed the advantages of the new New York standard policy as against the old form now in use in Ohio and left for the consideration of the members the question as to whether it should be adopted or not.

Superintendent Warner paid high tribute to the insurance business and expressed himself as honored with his present affiliation.

#### Manchester Gives Hot Talk

Mr. Manchester spoke on the operations of the Interstate Underwriters Board. While cuts are often justified where efficient handling of properties reduces the risk, he declared that the methods of the Interstate Underwriters Board obviously violate the anti-discrimination laws of 44 states. He said there should be some such organization as this board to stabilize and unify the methods of coverage for chain properties, but it should be operated on an ethical and legal basis. Under present methods, he asserted, business in various cities will be concentrated in the hands of brokers

### His Honor Mayor DeVan of Charleston a Winner

CHARLESTON, W. VA., Apr. 22.—R. P. DeVan, prominent local agent of this city and former president of the National Association of Insurance Agents, who was a candidate for mayor on the Republican ticket, was elected by 1,670 majority in the election this week. He carried the entire Republican ticket with him. Mr. DeVan is a civic leader and has been very prominent in different activities in the city.

and apparently a state of chaos lies ahead unless a change is made.

At the next meeting of the board May 13 Wellington Potter of Rochester will speak on "Reciprocity in Business."

### Set Field Club Meeting Date

The Ohio Fire Underwriters Association will hold its mid-summer meeting at Cedar Point July 7-9. The Fire Prevention Association of Ohio will hold its annual meeting at the same time. The field club will elect officers May 27. The Bureau field club will meet at Lake Wawasee, Ind., June 24-25, in connection with the field clubs from several other states.

### Will Decide on Ohio Meeting

President J. E. Greenwood of the Ohio Association of Insurance Agents, a leading agent of Warren, O., intends to have a meeting of the executive committee in the near future to decide the time and place of the annual meeting. The committee consists of C. C. Corry, Springfield; C. C. Rudibaugh, Youngstown; E. J. Bundenthal, Dayton, and J. F. Ankenbauer of Cincinnati. P. W. Flicker of Cleveland, who was a member of the committee, recently died.

#### Ohio Notes

Executors of the estate of **Jennette Crable**, who was killed in an automobile accident a few weeks ago, have arranged with the Cleveland Insurance Agency to operate her agency.

## CENTRAL WESTERN STATES

### Outdoor Ad Scheme Striking

**Fourteen Agencies of Kalamazoo, Mich., in Dramatic Plan to Promote Their Business**

Fourteen agencies, members of the Kalamazoo (Mich.) Association of Insurance Agents, have originated a striking outdoor advertising scheme. The names of the agencies are given on the board, under the heading "Reputable Insurance Only." On one side is the picture of a partially destroyed home. At night, through the use of an electrical arrangement on the back of the board, the house is shown as burning vigorously and attracts much attention from motorists. Below is the caption "Insure Now in an Old Line Company." Those participating in the advertisement are: A. R. Schorer Co., John S. Prickett, Frank McMahon agency, Wicks Insurance Agency, Walter Z. Harris, Olmsted & Mulhall, James M. Wilson Agency, W. J. Burdick & Sons, Garrett agency, F. C. Walter, E. S. Rankin Agency, Farmers Mechanics Agency, W. H. Pendleton, J. B. Keyes.

### Grain Dealers Scholarship

**Much Interest in Contest, Winner of Which Will Get College Chance**

Throughout Indiana much interest is being manifested by high school pupils in the \$500 college scholarship offered by the Grain Dealers National Mutual Fire of Indianapolis. Seniors in high school are eligible and examinations will soon be held at various points in the state. The leaders in each of these groups will be brought to Indianapolis and given a two-day examination under the direction of a staff of college professors. The student making highest rank in this group will be awarded the scholarship. He may select his own college and in the fall \$500 will be deposited to his credit with the chosen school.

### Analysis of Indiana Fire Loss Is Made by Hogston

An interesting analysis of the 1930 Indiana fire loss has been made by Fire

Marshal Hogston and has been issued in the form of a pamphlet. Of the 5,846 fires in Indiana in 1930, 3,326 occurred in cities of more than 5,000 population; 1,148 in cities under 5,000 and 1,372 in country, villages and towns. Of the \$9,665,799 fire loss, \$4,083,954 occurred in cities over 5,000; \$1,956,019 in cities under 5,000 and \$3,625,826 in country, villages and towns.

While the average loss per fire for the whole state was \$1,653, the average for country, villages and unincorporated towns was \$2,642. Unknown causes were responsible for 52.13 percent of the total fire loss of the state, while 11.18 were caused by sparks. Damage to residences caused 33.3 percent of the total fire loss of the state; factories, 18.51 percent; mercantile, 13.26, and barns 11.27.

### Malzone Opens Bureau

F. R. Malzone has opened a claim service bureau in Detroit for companies only. He has handled claims for the General Casualty & Surety, National Surety Co., New York Indemnity Co., Central West Casualty Co., Federal Surety, New York Indemnity, Central West Casualty, Federal Surety, Consolidated Indemnity and Seaboard Surety. Mr. Malzone formerly managed the Michigan claim department of the National Surety, and for a time was a superintendent of claims of the Central West Casualty.

### Jackson, Mich., Inspected

JACKSON, MICH., April 22.—Fifty members of the Michigan Fire Prevention Association inspected Jackson public buildings and downtown structures, assisted by H. K. ("Smoky") Rogers and R. E. Verner of the Western Actuarial Bureau and 50 Boy Scouts. The schools were visited, the inspectors met with the Kiwanis club at a noon luncheon, and hazards and suggestions for their elimination were pointed out to business men whose places were inspected.

### Farrington Assisting at Cleveland

E. A. Farrington of the agency department of the home office of the Provident Mutual Life is spending some time in Cleveland getting the new general agent, J. Ray Davis, installed. Mr. Davis was formerly general agent of the Penn Mutual at Erie.

### Chandler Gives Rockford Talk

F. M. Chandler of Chicago, associate manager of the Employers Liability, addressed the Rockford, Ill., local board last week, taking up a discussion of some of the casualty lines.

### Shepard With Lloyd-Thomas

Stanley E. Shepard has been appointed contracting engineer of the Lloyd-Thomas Co., with headquarters at 1646 First National Bank building, Detroit, Mich. He succeeds Richard H. Battey, now an executive at Chicago. Mr. Shepard has had 15 years' insurance experience in Detroit.

### Michigan Notes

The **General Adjusting Company** is now located at 1031 Penobscot building, Detroit.

**Samuel Mostambo**, who has been in the insurance business in Chicago for several years, will open a new agency in Iron River, Mich.

The **Dresden Agency** of Detroit has been incorporated by J. G. Ferris, R. G. Rae and H. M. Paxton; the **Max Fried Underwriting Agency**, also of Detroit, by Max Fried, H. J. Solomon and Mary Fried, and the **Clifford Rogers Company**, Dearborn, and C. W. Rogers and others.

The **Buskirk Agency** at Bloomington, Ind., has purchased the Lukenbill Agency of that city.

# LOYALTY GROUP

## TRUE OPTIMISM

**True Optimism is Faith; Faith in Humanity; Faith in the Nation; Faith in its Institutions; Faith in Yourself; Faith in the Present; and Faith in the Future.**

False Optimism is Hope based on Desire.

Pessimism is compounded of lack of Faith in all that True Optimism is founded upon, and is acknowledgment of unbelief in self, too often coupled with the wish to profit through the misfortunes of others.

History, that Just Judge of Humanity, reads the record and inexorably records the verdict.

The Verdict is, always has been, and always will be that True Optimism is justified and its results proven, that False Optimism cannot last because of its unsound foundation, and that Pessimism cannot prevail, but must ever fail because of its inherent untruth and viciousness.

History records that the world progressed, and was in every way better and more prosperous in the year 100 than in the year 1 A. D. History records that the world progressed, and was in every way better and more prosperous in the year 1000 than in the year 100 A. D. History records that the world progressed, and was in every way better and more prosperous in the year 1900 than in the year 1000 A. D., and History will continue to record the progress of the world, and this record will show the year 2000 in every way better and more prosperous than the year 1900 A. D. It is reasonable to believe, and it is wise to believe, and most people do believe that the year 1931 will be in every way better and more prosperous than the year 1930. Voice, therefore, your belief by word and act and aid it to come true in fullest measure.

Almost two thousand years ago a wise teacher and leader of men said:

**"Now Faith is the substance of things hoped for, the evidence of things not seen".**

Today Faith is as then. Today, as then, True Optimism is Faith. Thinking men must be and are True Optimists. That individuals have suffered misfortunes in the past and many have succumbed, and that individuals will suffer misfortunes in the future and more will succumb, cannot be denied, but such misfortunes, however hard for the individuals, are after all individual misfortunes and will not, in fact, stay the world march of progress and prosperity.

**Do not be ashamed of your True Optimism, and do not be afraid to express it because you fear some pessimist may ridicule it and tell you that some day he will say "I told you so". Have courage and make known your True Optimism by voice and deed; make known your Faith in Humanity; make known your Faith in your Nation; make known your Faith in the Future; make known your Faith in Yourself; and make known your Faith that the tide has turned and that Prosperity has its hand stretched to knock at the door, and will surely enter if we but heed it, instead of harkening to cowardly fear.**

NEAL BASSETT, President.

JOHN KAY, Vice-President and Treasurer    A. H. HASSINGER, Vice-President    WELLS T. BASSETT, Vice-President    ARCHIBALD KEMP, 2d Vice-President  
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## THE METROPOLITAN CASUALTY INSURANCE COMPANY OF NEW YORK

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Ass't Managers

H. R. M. SMITH

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### EASTERN DEPARTMENT

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Newark, New Jersey

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## STATES OF THE NORTHWEST

### Tighten License Requirements

Commissioner Brown of Minnesota  
Plans to Enforce Present Laws on  
Subject More Strictly

ST. PAUL, April 22.—Licensing of insurance agents in Minnesota from now on is expected to be along stricter lines than it has been in the past. Commissioner Garfield Brown proposes to utilize more fully the machinery provided by present laws covering the examination and licensing of agents. Just what steps the commissioner will take have not been made known except that he has for some time past expressed a desire to draw the lines more tightly.

It was on the legislative program this winter to put through one or two bills which would put licensing of agents on a stricter basis but these measures were later withdrawn and it was decided to make use of present laws to eliminate as far as possible unqualified agents. The 1921 law gave the insurance department fairly broad control over agents but this law has never been strictly enforced. Commissioner Brown, however, has indicated that in lieu of better legislation he will invoke the present law more fully.

It is understood that the commissioner may delegate certain persons over the state to report on the fitness of applicants and he will then pass finally on the qualifications.

### Quaid to Be Chief Speaker

William Quaid, executive vice-president of the Southern Fire of New York, will be the principal speaker at the open forum luncheon meeting at Minneapolis next Monday. This will be the opening gun in the city-wide inspection and educational campaign staged by the Minneapolis Civic & Commerce Association, in cooperation with the Minnesota Fire Prevention Association, and which continues through the entire week.

### Qualification Bill Up in Wisconsin

MILWAUKEE, April 22.—The agents' qualification measure has been introduced by the committee on insurance and banking of the assembly. The bill is the same as that sponsored by the National Association of Insurance Agents with the exception of the fee, which in the Wisconsin measure is \$5

for each new license first issued and \$1 annually for renewal.

F. J. Lewis, president of the Wisconsin Association of Insurance Agents, declared that the insurance people in the state should support the measure.

### Goodwin in Minneapolis

MINNEAPOLIS, April 22.—Percy H. Goodwin, president of the National Association of Insurance Agents, will be the guest of honor and chief speaker at a dinner given by the Minneapolis Underwriters Association tomorrow night.

An invitation to all members of the state association to attend the dinner has been sent out by Secretary Gilliam. Preceding the dinner Mr. Goodwin will meet with the executive committee of the state association and after the dinner he will address a meeting restricted to agents only.

### Plants with Fred L. Gray Co.

The Fred L. Gray Company of Minneapolis has been appointed general agent for the Sentinel in Minnesota. The Sentinel is a member of the Springfield Fire & Marine group.

### No Inimical Bills Passed

MINNEAPOLIS, April 22.—The recent session of the Minnesota legislature has proved a harmless one from the viewpoint of insurance. C. B. Helm, secretary Insurance Federation of Minnesota reports that no inimical measures were passed although the session at the beginning threatened to be a disastrous one.

### Recommendations for Minneapolis

MINNEAPOLIS, April 22.—In a preliminary report, engineers of the National Board recommend the addition of 135 firemen to the present force, four new engine and hook and ladder companies for the downtown district and a 12-inch water main on Nicollet avenue. The report also says the fire alarm system, now located in the basement of the city hall, should be housed in a separate fireproof structure.

E. H. Rynn, special agent for the North America, Milwaukee, addressed the association of commerce at Mt. Horeb, Wis., on "Fire Insurance and Fire Prevention."

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INDIANAPOLIS  
DULUTH

DETROIT  
BUFFALO  
RICHMOND

## IN THE MISSOURI VALLEY

## Stock Companies Figures

Premiums and Losses for the Past Year  
Are Given by Nebraska  
Department

The two Nebraska stock companies reported premiums as follows last year in their home state: National American \$195,732 with \$122,541 losses and National Security \$153,932 premiums and \$130,814 losses in their home state. The leaders aside from these two or those having \$100,000 or more premiums in Nebraska in 1930 are as follows:

	Premiums	Losses
Aetna	\$ 312,065	\$ 159,712
Connecticut	189,422	208,231
Continental	162,482	117,674
Fidelity-Phoenix	156,255	142,508
General Exchange	125,321	77,354
Globe & Rutgers	510,898	256,995
Great American	175,857	100,371
Harmonia	114,642	44,164
Hartford	347,143	130,498
Home, N. Y.	439,811	257,777
Ins. Co. of N. A.	285,020	136,686
International, N. Y.	141,699	85,625
L & L & G.	124,346	83,723
Mercantile	106,140	55,344
National, Ct.	873,596	487,464
National Union	243,858	193,986
Phoenix, Ct.	158,589	90,515
Providence Wash.	103,938	35,295
Royal	101,395	61,019
St. Paul F. & M.	333,074	209,413
Springfield	258,788	130,110

## Kill Separate Department Plan

LINCOLN, NEB., April 22.—The house finance committee has driven another spike in the plan of Governor Bryan to create a separate insurance bureau with a director at its head. The committee struck out of the salaries bill a provision for \$8,000 for two years' salary for a director of insurance, but another bill carries the usual appropriation for the bureau as a part of the department of trade and commerce, with funds available to pay a commissioner \$4,000 a year salary.

## Tells of Work in Schools

DES MOINES, April 22.—William Mattson of the Des Moines fire department, who conducts educational work on fire prevention in the local public

schools, described his work at the Blue Goose luncheon Monday. Most Loyal Gander Wherry announced that Earle Smith, educational director for the Equitable Life of Iowa, will speak next Monday.

## Pay Tribute to O'Neill

TOPEKA, KAN., April 22.—Charles Hardy, independent adjuster and for many years special agent in Kansas for the Hartford, read a tribute to C. H. O'Neill, former state agent for the Aetna, who died in Kansas City last week, at the Blue Goose luncheon Monday.

Mr. O'Neill was one of the best known field men in Kansas, having traveled that state for years. A committee was appointed consisting of Mr. Hardy, O. W. Dolin, W. S. Whitford and W. L. Gardner to forward a copy of the memoriam to Mr. O'Neill's widow. N. K. Nelson, state agent of the Great American, was chairman. L. B. Burt, secretary of the Preferred Risk, will be chairman next week.

## Ward Talks to Lions Club

Byron R. Ward, state agent in Kansas for the Law Union & Rock, spoke at the luncheon of the Kansas City, Kan., Lions Club on fire prevention in conjunction with the state wide clean-up week which was conducted through the state fire marshal's office. The club voted to make fire prevention work one of its objectives and appointed a committee headed by Gilbert Henry, who is in charge of the insurance department of R. K. Stiles & Co., local agents.

## Field Club Annual Meeting

The Kansas Fire Underwriters Association will hold its annual meeting May 5 at Topeka.

## Iowa Notes

H. E. Hudelson, Mt. Vernon, Ia., has purchased the A. A. Bauman agency.

R. S. DeHoedt, Belle Plaine, Ia., is opening a new agency with offices in the Collins building.

## STATES OF THE SOUTHWEST

## Governor Gets License Bill

Texas Measure Would Require Only One License for Each Agent in State

AUSTIN, TEX., April 22.—Licensing of agents and solicitors would be greatly simplified under a senate bill passed finally in the Texas house after attempts had been made to amend the bill so as to authorize issuance of licenses to corporations. It was contended by Representative Lemens, who sought to effect such a change in the measure, that no other state prohibits corporations from operating as insurance agents and that several corpora-

tions are operating in Texas under existing statutes.

Under existing rules an agent must have a separate license for every company represented. Under the new law, which now goes to the governor for approval, only one license would be required of any agent.

The house also passed finally a senate bill to authorize insurance companies to own buildings on leased ground, provided the lease has 50 years to run.

## Honor Heads of Tulsa Agency

TULSA, OKLA., April 22.—The junior members of the firm of Pearce, Porter & Martin gave a surprise banquet honoring the senior members of the firm, J. S. Pearce and H. L. Martin.

## GEO. M. EASLEY and COMPANY

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Baggage—Inland Transportation—Parcel Post  
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Perpetual Insurance

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## THE OLD "STATE OF PENN"



WHY DOES IT HAPPEN IN SOME CASES THAT TWO AUTOMOBILE LIABILITY POLICYHOLDERS DRIVING THE SAME TYPE OF CAR, AND LIVING IN THE SAME IMMEDIATE LOCALITY WITH TRAFFIC CONDITIONS VERY MUCH THE SAME ARE CHARGED DIFFERENT RATES?

Automobile liability insurance rates are adapted as nearly as actuarial science can make them to varying territorial hazards. It may be readily understood that the hazard in the congested cities is higher than it is in sparsely populated rural sections, or that there is greater danger of accident in a hilly country than there is in a flat area. This being so, it would be unfair to charge the man with less chance of accident the same premium as that charged the policyholder with a high accident hazard. Therefore, every state is broken up into territories according to these differences, and the rate is then computed according to the actual experience (losses) in each territory.

One of two persons living close to, but on either side of the line of demarcation may fancy a discrimination against him. Such is not the case, however. The line of division must be somewhere, and the rate paid reflects the experience of the territory in which the policyholder resides.

Great American  
Indemnity Company  
CASUALTY NEW YORK SURETY  
We'll gladly answer your questions

Twenty-three men of the organization were present.

As a tribute to the senior members, the other men pledged themselves to make April a banner month for business, and are dedicating their efforts to Mr. Pearce and Mr. Martin.

The firm was organized in 1910 by Mr. Pearce, who was later joined by Jack Porter and Mr. Martin. Mr. Porter retired in 1929, at which time ten men from the organization were taken into the partnership.

#### Hold Arkansas Regional Meeting

Group 10 of the Arkansas Association of Insurance Agents held its meeting

last week at Hope. E. S. Greening of that city was elected chairman. R. T. White and W. P. Agee, both of Hope, were chosen vice-chairman and secretary respectively. The group discussed plans for the state association meeting May 29-30 at Hot Springs.

#### Takes Over Oklahoma

D. E. Chilcote of Kansas City, Mo., state agent of the Corroon & Reynolds companies, is taking over Oklahoma, following the death of General Agent Neilsen. The Oklahoma City office will continue with Special Agent John M. Miller in charge. Mr. Miller moves to Oklahoma City from Little Rock, where

he has operated as special agent for a number of years.

#### Heavy Losses in Texas

Major fires in Texas last week caused losses aggregating \$1,000,000. The biggest individual losses were \$300,000 on the Panhandle Refinery, Wichita Falls; \$250,000 on the lumber yard and warehouse of Nash, Robinson & Co., Waco, and \$150,000 on the Conkey feed mills, Dallas.

**Joe Barry**, formerly with L. N. Ewing & Co. of Tulsa, is now in charge of the insurance department of the E. B. Creekmore Company, formerly the Hartley-Creekmore Company. W. S. Hartley is no longer connected with the agency.

#### Southern States Local News

#### Virginia Field Club Elects

**M. F. Jones of Dixie Named President at Annual Meeting, Succeeding T. H. DeGraffenreid**

M. F. Jones, Dixie, was elected president of the Fire Insurance Field Club of Virginia at the annual meeting in Staunton, succeeding T. H. DeGraffenreid, who had served two years. Other officers were G. G. Long, vice-president; J. A. Belmeur, secretary; A. C. Word, treasurer. The new executive committee includes A. L. Owen, M. C. Speight, J. N. Jacobs, L. E. English, E. B. Travis, J. A. Belmeur, G. G. Long, J. H. Cato and M. F. Jones.

Incident to the celebration of the club's 25th anniversary, Mr. DeGraffenreid, who is state agent for the North British and Mercantile group, read a history of the club which he had prepared, detailing all important events and activities since it was founded.

A letter was read from the National Board, in which the club was highly commended for the work it had done in the board's publicity campaign. Percy Lynch, Jr., carried off first honors in the golf tournament.

#### Dock Board Cancels Former Contract; Makes New Award

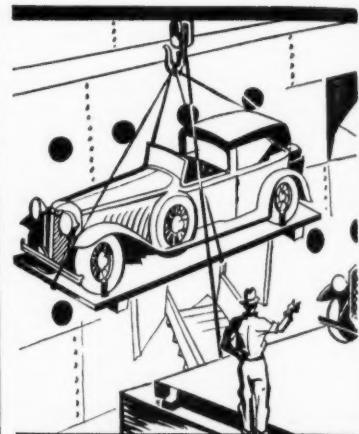
NEW ORLEANS, April 22.—Insurance contracts totaling \$10,000,000 which were awarded on low bids by the dock board in March, 1929, to Leon Irwin & Co. and the R. M. Walmsley Insurance Agency were cancelled last week and a new contract for \$13,000,000 of coverage was signed with the Hartwig-Moss Insurance Agency without competitive bidding. The insurance cancelled had approximately one year to run. The Irwin organization handled \$9,000,000 of this insurance, while \$1,000,000 was awarded to the Walmsley agency. Cancellation of the old insurance was ordered, General Manager McKay said, because members of the board believed that they could obtain complete coverage with smaller premiums.

#### Go to J. D. Kitchen & Bro.

An important field appointment is that of J. D. Kitchen & Bro. of New Orleans as general agents of the Sun for Louisiana and the Sun Underwriters for Texas. The general agency is well established and aggressively conducted.

#### Venable Sells Agency Interest

The interest of Oscar Venable in the Atlanta, Ga., agency of Dargan, Venable & Whitington has been purchased by Mr. Venable's associates. Milton Dargan, Jr., is president; W. W. Whitington, vice-president and J. L. Connor, secretary. The agency is an outgrowth of the Cliff C. Hatcher Insurance



... for the

#### PROTECTION of American Motorists abroad

Full-coverage insurance of American-owned tourist automobiles abroad is the latest addition to the complete facilities provided by the A. I. U. insurance services, for the protection of American properties in the foreign field . . . and the first of its kind to be issued by an American insurance company.

A single protection note, covering all risks in one document, and a widespread network of resident agents, organized throughout practically every country in Europe (Russia excluded), are among the many conveniences provided with this latest policy.

**BROKERS:** Write or call for Booklet "A," Automobiles in Europe, containing detailed information of the low-cost premiums and comprehensive clauses included in this essential protection.

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WILL WRIGHTEN  
(Field Correspondent)

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Surplus to Policyholders \$1,069,375

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Agency and has been in existence for 39 years.

#### Officers Visit Agents

BIRMINGHAM, ALA., April 22.—Paving the way for the annual convention of the Alabama Association of Insurance Agents at Gadsden May 7-8, visits to most of the agents in the state are being made this week by President Arthur Mead and Enoch Morris, assistant secretary.

While there will be several speakers on the program at Gadsden it is proposed to have agents themselves discuss their troubles among themselves with the hope of arriving at some worthwhile conclusions. Branch offices and an agency qualification law will be two leading topics of discussion.

#### Reaffirms Its Stand

BIRMINGHAM, ALA., April 22.—The Birmingham Association of Insurance Agents at its last meeting reaffirmed its support of its by-law which prohibits a member from doing business with a company whose branch office does business with the public or with any other agent in Birmingham.

#### Mature Legislation Plans

MONTGOMERY, ALA., April 22.—Plans were matured for a systematic fight on all proposed legislation that is inimical to fire and casualty insurance interests at a special meeting of the legislative committee of the Alabama Association of Insurance Agents held here Saturday.

Although Arthur Mead has indicated that he does not desire the presidency of the state association for another year, it has become generally known that

great pressure is being brought to bear on Mr. Mead to continue the leadership for another term, in view of the big task ahead to fight the passage of dangerous bills by the Alabama legislature. It is pointed out that Mr. Mead is so well acquainted with the work that it would be a mistake to "change horses" in such a critical time.

#### New Regulation Bill

MONTGOMERY, ALA., April 22.—Another drastic bill, which seeks state regulation of stock fire companies and eliminates mutuals from its operation, thereby giving the latter full sway, is to be introduced into the legislature, according to advices received in official circles from Harry Hartwell, Mobile city commissioner.

There is every indication that Senator Jordan's obnoxious state-wide fire insurance rate bill and his resolution creating a joint legislative committee on insurance will die in the committee. The rate bill has not been reported out by the senate committee on banking and insurance and the belief prevails that the measure will be pigeon-holed without the necessity of having a public hearing.

The doors would be thrown wide open for fraud in the collection of fire insurance losses, leading insurance authorities of the state maintain, should a bill, known as the "valued policy law," which was introduced into the Alabama house, become a law. The Alabama association is strongly opposing it.

#### Tax Increase Defeated

The bill to increase premium taxes payable by companies doing business in South Carolina has been defeated in the senate of that state.

## PACIFIC COAST AND MOUNTAIN

#### Montana Field Rally Held Allan and Goodwin Unite

##### F. J. Sullivan Elected Most Loyal Gander of Blue Goose at Spring Meeting in Butte

Approximately 40 members of the Montana Special Agents Association and Blue Goose attended the spring meeting in Great Falls, Mont. At the Special Agents Association meeting an interesting paper prepared by H. F. Badger, secretary of the Pacific Board, was read. Among the items of business discussed were the three-day fire college at the Montana State College in Bozeman, Mont., and the nationwide radio broadcast commemorating the 25th anniversary of the San Francisco fire. W. F. McKee of Great Falls, president of the Special Agents Association, was in charge of the meeting.

F. J. Sullivan of Butte, chief surveyor for the Pacific Board in Montana, was elected most loyal gander of the Montana Blue Goose; C. C. Price of Billings, reelected wielder; R. M. Hill of Butte, supervisor; E. L. Dee of Butte, custodian; W. E. Rae of Great Falls, guardian; and F. L. Carey of Great Falls, keeper. W. L. McCallum of Great Falls, retiring most loyal gander, and F. J. Sullivan, the new head of the Montana pond, were named delegates to the grand nest meeting.

In the golf tournament for the members of the Special Agents Association and Blue Goose, J. T. Breckon of Spokane won the blind hole prize. Charles Cook of Butte was the winner of the 18-hole handicap play and M. S. Williams of Butte won the consolation prize.

The wives of members were entertained in the afternoon at a bridge party and a banquet Thursday evening. Grant Brown of Butte was toastmaster at the good fellowship banquet of the two organizations.

##### Northern Assurance Pacific Coast Department Will Join Forces With Another Prominent Office

SAN FRANCISCO, April 22.—The Pacific department of the Northern Assurance will consolidate June 1 with the Benjamin Goodwin office representing several companies. The combined office will be operated under the management of C. E. Allan and Benjamin Goodwin with the firm name of Goodwin & Allan. Mr. Allan has been manager of the Northern for the past four years. He was former coast manager for the Liverpool & London & Globe and Continental. Mr. Goodwin has been in business 41 years. The companies in the combined office in addition to the Northern Assurance are the St. Paul Fire & Marine, Mercury, Royal Exchange, London & Scottish, St. Paul-Mercury Indemnity, Minnesota Underwriters, Exchange Underwriters, Scottish Metropolitan Underwriters. W. A. Frazier and J. R. Mackay of the Goodwin office became assistant managers.

#### Confer with Goodwin at Butte

A special meeting of the Montana Association of Real Estate Dealers & Insurance Agents will be held at Butte April 25 to confer with Percy H. Goodwin, president of the National Association of Insurance Agents, who has notified state officials he will be in Butte on that date. F. M. Davidson of Anaconda, insurance vice-president of the state association, is in charge of arrangements. T. W. Midkiff of Great Falls is president of the Montana association.

#### Cobb Agency Retires

SAN FRANCISCO, April 22.—Announcement is made of the merger of the James F. Cobb Agency with W. W. & E. G. Potter, Pacific department man-

## For Extension of General Agencies

(CONTINUED FROM PAGE 4)

The prestige and value of the individual general agencies has been increased.

The greatest increase in membership in the association was from California, where eight additional general agencies joined the association since last May. California has first place in the association as to membership. There is much interest in California in the state association of general agents, he said.

Mr. Stebbins said that there had been some objection from Canadian general agents concerning the title, American Association of Insurance General Agents, which was adopted last year.

#### George C. Long Praised

Mr. Stebbins reminded his listeners that the association has supported the candidacy of George C. Long, Jr., to represent insurance in the Chamber of Commerce of the United States.

"We deplore the fact," Mr. Stebbins declared, "that there seems to be an increasing tendency for certain powerful company groups unhesitatingly to ignore the requirements of the territorial organizations having jurisdiction over the writing of business. It is not to be wondered that both general and local agents object to foreign offices receiving privileges which are denied the resident agents. How can the companies which are guilty of such practices expect to hold the loyalty of their representatives, where such discrimination is indulged in?"

Mr. Stebbins added his denunciation of the fictitious automobile fleet tendency. He mentioned formation of self insurance organizations, the tendency for branch office operations and the entrance into the business of Sears, Roebuck & Co. He entered his objection to state control of commission costs and in view of the possibility of legislation

regulating commissions, said that the remuneration of general agents should not be confused with acquisition cost.

Mr. Stebbins declared that the stock companies are adapting their practices more and more to the needs of the insuring public. He urged the general agents to take advantage of the national advertising of the stock companies. He said that although there had been a shrinkage in surplus of many companies, it must be remembered that the purchasing power of the dollar has declined and the assets of those companies possess greater purchasing power than they formerly did.

## Automobile Offers Big Potentialities

(CONTINUED FROM PAGE 4)

business developer, would stand firmly for a reasonable scale of compensation, giving therefor value received, you would have the support of all right-thinking companies," Mr. Moore declared. "You would improve the standard of that agency representation. You would retain for the insurance fraternity business rightly belonging to it and now going to insurance adjuncts of other lines of business.

"Furthermore, while such excess commissions may mean temporary advantage to you, they can only increase the number of your competitors by attracting into the business an ever-growing horde of insurance agents and also create greater criticism from the public because of the increased insurance costs made necessary to pay such excess commissions."

Mr. Moore made only passing mention of finance business but said the association has before it certain concrete proposals which it hopes will lend stability to insurance on installment-sold automobiles and which will prove satisfactory to the majority, if not all, of the interests concerned.

agers for the Firemen's group, effective May 1. Combining of the two offices means the retirement of Mr. Cobb from the insurance business. The Cobb agency has been in existence for 23 years and was coast representative for the Pittsburgh Underwriters, Mechanics and Keystone Underwriters. With ex-

ception of Mr. Cobb, members of the staff will join the Potter office.

#### Cochrane Charge Withdrawn

DENVER, April 23.—Charges recently filed by the Progressive Insurance Company with the state civil serv-

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STATEMENT JANUARY 1, 1931

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#### NET SURPLUS

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#### ASSETS

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SURPLUS FOR THE PROTECTION OF POLICYHOLDERS

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LOSSES PAID POLICY HOLDERS

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ice commission, seeking the removal of Commissioner Cochrane, have been withdrawn. The charges were based on the refusal of the commissioner to grant a license to transact a life business. An attorney has been employed by the company to reopen negotiations with the commissioner.

#### Tressler Takes New Mexico

DENVER, April 22.—R. G. Tressler, who has been in the agency department of the Denver office of Cobb, Miller & Stebbins, has been promoted to special agent in charge of New Mexico with headquarters at Albuquerque, succeeding Henry Collins, who resigned to enter the local business. He is a graduate of the Rocky Mountain board and spent two years with the Mountain States Inspection Bureau. He is a casualty and surety expert and has recently specialized in loss claim work. E. J. Miller, member of the firm, has gone to Albuquerque to assist Mr. Tressler in getting his bearings, and will visit a number of New Mexico cities with him.

#### Fire-Casualty Bill Re-referred

DENVER, April 22.—House Bill 181, providing for chartered fire insurance companies of Colorado to increase capital and write casualty lines, was referred back to the insurance committee in the senate by an almost unanimous vote. Opponents of the measure condemn it on the ground that it would open the way for unfair competition for fire business. It is charged that by combining fire and casualty coverage, fire rates could be indirectly affected by reduction of casualty rates.

#### Fred C. Feige's Change

Fred C. Feige, for the past five years special agent of the Fireman's Fund group, is appointed manager of the southern California automobile department with headquarters at Los Angeles.

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## Eastern States Activities

#### N. Y. Dissolution Bill Signed

#### Governor Roosevelt Approves Measure Amending Certain Sections of Insurance Law

ALBANY, April 22.—Governor Roosevelt has approved the insurance bill providing that a corporation formed under insurance law shall not be dissolved without the insurance superintendent's approval. He also signed the measure providing that the insurance superintendent shall submit a summary of an insurance company's examination report to be read at the next meeting of the directors or trustees. The governor has not disposed of the agents' qualification bill and the measure defining automobile liability.

#### Discuss Insurance Legislation

PITTSBURGH, April 22.—Legislation affecting insurance was discussed at a dinner held by the fire and casualty insurance agents of western Pennsylvania at which P. H. Goodwin, president of the National Association of Insurance Agents, was the principal speaker and guest of honor. Bills now before the Pennsylvania legislature formed the principal topic of discussion. About 200 agents were in attendance.

#### Open New Philadelphia Office

PHILADELPHIA, April 22.—Among those present at the opening of the new branch office of the Associated companies here April 21 was C. W. Fellows, president of the companies, who made the trip especially from San Francisco to officiate at the ceremonies. W. A. McCrea is manager of the new office.

#### Donaldson to Speak in York

T. B. Donaldson, associate manager of the Eagle Fire, will be one of the speakers at the convention of the Insurance Federation of Pennsylvania in York May 28-29.

## Motor Insurance Events

#### Michigan Bill Reported Out

#### Fight on Measure to Give Commissioner Auto Rate Control Transferred to Floor of Senate

LANSING, MICH., April 22.—The senate insurance committee has favorably reported the Rushton bill, giving the insurance commissioner control over automobile rates, as amended.

The principal amendment provides for establishment of a rating bureau to which every automobile insurer licensed in the state would be required to belong. The bureau would be made up, on an equal basis, of representatives of stock and non-stock carriers, with the commissioner given the deciding vote in case of deadlock.

The bureau would separate and properly classify risks, check policies to determine if they comply with the rules, make reports affecting the various auto risks, collect and compute statistics bearing on this class of business, assist the commissioner in approving rates, determining hazards and other material facts, and assist in promoting safety on the highways.

The main body of the bill gives the commissioner absolute power to regulate rates of all auto carriers, requiring

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each carrier to file its rates for approval, together with the policy forms.

The bill is expected to encounter stiff opposition in both houses.

## Canadian Motor Premiums Showed Increase in 1930

Net premiums written in Canada last year on all automobile lines were \$18,258,353 while losses were \$9,852,830, producing a loss ratio of 53.96. In 1929 the net premiums written were \$16,827,604; losses, \$9,520,738, loss ratio, 56.58.

Among the companies writing the largest volume are American Automobile, \$717,639; National Union Fire, \$653,564; Eagle Star, \$633,908; Dominion of Canada General, \$622,791; General Accident of Canada, \$578,948; Trans-Canada, \$509,437; Royal, \$503,833; Ocean Accident, \$499,272; General Exchange, \$448,181; Travelers Indemnity, \$445,708; Home, \$409,191.

## Plane Not Motor Vehicle

Although it depends on a motor and carries wheels, an airplane is not a motor vehicle so far as the motor vehicle theft act is concerned, the United States Supreme Court has ruled. The case was that against W. W. McBoyle of Galena, Ill., who was sentenced to three years imprisonment and \$2,000 fine for flying a plane which he knew was stolen from Galena to Guymon, Okla. Justice Holmes wrote the opinion shortly after his 90th birthday. He expressed the view that "when a rule of conduct is laid down in words that evoke in the common mind only the picture of vehicles moving on land, the statute should

not be extended to aircraft simply because it may seem to us that a similar policy applies, or upon the speculation that, if the legislature had thought of it, very likely broader words would have been used." The court reversed the judgment.

## Reciprocal's Affairs in Court

MILWAUKEE, April 22.—Hearing to determine the liability for payment of claims aggregating \$120,000 of stockholders, policyholders and subscribers to the Interstate Exchange and Interstate Interinsurance opened before Circuit Judge Schinz Monday.

The Interstate Exchange was the incorporated attorney-in-fact for Interstate Interinsurance, an automobile reciprocal. To determine who is to pay the claims filed it is necessary to go into the organization of the two bodies from the beginning, F. T. Boesel, attorney representing the Wisconsin department, told the court.

## Difference in Method

Reference in the March 19 issue of THE NATIONAL UNDERWRITER to the belated loss experience on which automobile insurance rates are predicated failed to state that the criticism applied to casualty, and not to fire and theft insurance. The fire people collect their loss data on a fiscal year basis, beginning Sept. 1 and ending Aug. 31 succeeding. Rates predicated thereon are used in the preparation of new manuals effective January following. The shortcoming of the casualty method is appreciated, but thus far no practical method for overcoming it has been officially brought forward.

## MARINE INSURANCE NEWS

## Lake Marine Starts Slowly

Season Opens April 16 With Practically No Movements—Business Depression Keenly Felt

There has been slight activity on the Great Lakes so far this year, although the navigation season officially opened April 16 when marine insurance rates became effective. Insurance men say that in spite of weather conditions, which were unusually mild this winter, commerce is the slowest in 15 years. One freighter docked at the opening, with 200 automobiles. This was one of the very few freight movements.

There is reported to be a large amount of grain in storage at Chicago awaiting a market, but one well informed marine underwriter of that city knows of only one boatload of grain outgoing. The federal grain corporation has more grain than it knows what to do with, marine men say, and there is little likelihood of much of the Chicago grain being moved for some time.

Movements of automobiles used to be a lucrative side of the Great Lakes shipping business; but development of the "drive away" system under which dealers send drivers to the factories and move the cars overland on their own wheels has cut in pretty deeply. The automobile business is not back to normal, despite the appeal of new spring models, and this is being felt in lake shipping.

Ore and coal movements also are slow, due to the construction business being in the doldrums.

## Wide Range of Rates Quoted

The head of an inland marine department of one of the companies tells about the wide variety of bids on a piece of business at St. Louis. This called for inland marine development. The assured was confronted with bids all the way from 25 cents to \$2. Evidently the rating machinery of inland marine department brings out various results.

## New Yacht Rates Are Out

Schedule for Full Marine Cover on Great Lakes Six Months Navigation Somewhat Lower

New rates on full marine cover for yachts valued between \$5,000 and \$45,000, carrying approximately ¼ percent reduction, have been promulgated by companies writing the majority of this business. This is for six months' navigation period in the Great Lakes with fire coverage in winter storage. The new rates are:

Yachts valued between \$5,000 and \$10,000, 4½ percent; \$10,000 to \$20,000, 3¾ percent; \$20,000 to \$45,000, 3 percent. There is an allowance of ¼ percent on boats over five years old which are equipped with the "lux" or CO<sub>2</sub> (carbon dioxide) fire extinguishing systems, and of ½ percent if boats are under five years old and so equipped. This is not a promulgation of the Inland Marine Underwriters Association, but of the companies and agencies specializing in Great Lakes full marine cover.

## Heavy Wilmington Loss

Damage estimated at upwards of \$400,000 was done to three steamers and a barge anchored at the foot of Fourth street on the Christiana river at Wilmington, Del. Explosion in the acid cargo of the S.S. "West River" is ascribed as the cause. The passenger steamer "City of Washington" of the Wilson line and the small freighter "West River" were burned to the water line, and the "State of Delaware," sister ship of the "City of Washington," was damaged, in addition to a barge which was laden with skins. The two passenger steamers plied between Wilmington and Philadelphia.

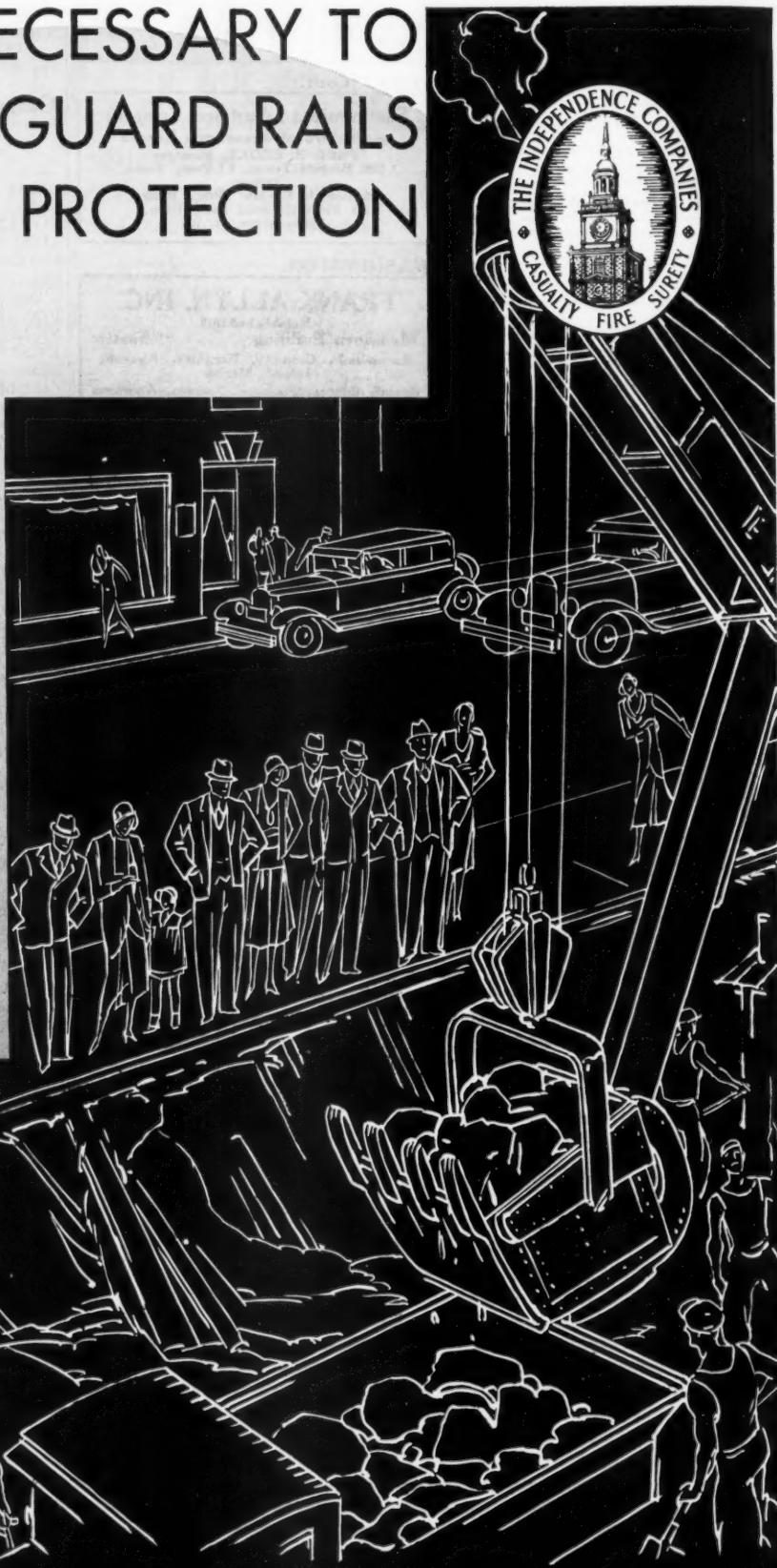
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# The National Underwriter

April 23, 1931

## CASUALTY AND SURETY SECTION

Page Twenty-nine

### Radical Changes in Accident Form

Standard Accident Boosts Death Benefit Charge; Urges Principal Sum Elimination

### FROWNS ON JUMBO RISKS

Courage Shown in Adjusting Practices to Rising Curve of Auto Accidents

In the midst of universal lamentation over the sky rocketing accident loss ratios and the growing recognition that something must be done about it, the Standard Accident has taken the bull by the horns and instituted radical changes in policy forms, rates and underwriting policy. This progressive and realistic method of handling its problem will undoubtedly be acclaimed by the business. It will probably serve to break the ice and cause other companies to adjust their practices to present day necessities.

Specifically, what the Standard has done is to prepare a new accident policy, "The Safeguard," which provides for weekly indemnity and dismemberment benefits, but no death benefit. Producers are urged to feature this policy as far as possible to the exclusion of policies providing death benefits.

#### Death Benefit Rates

Rates for death benefits under the various forms, which will be continued, will be increased. Furthermore the Standard will limit materially its writing of large death limits or "jumbo" risks.

The Standard begins its announcement with the reproduction of a letter from Vice-President C. C. Bowen stating that the company is now, and has been for years, confronted with a serious problem in the accident business. In effecting the change, Mr. Bowen asks for the full cooperation of the agents.

The Standard's accident record for the five years, 1926-1930, is included in the announcement, showing that there was an average underwriting loss of 10.1 percent or \$777,696 during the five years. Furthermore, the announcement states that the experience for the first three months of 1931 shows a trend of loss much in excess of that for any previous year. Below is the five-year record.

Year	Premiums	Underwriting Loss	Und. Loss Percent
1930	\$1,646,832	\$240,079	14.6
1929	1,648,341	221,503	13.4
1928	1,551,751	155,814	10.0
1927	1,483,586	135,950	9.2
1926	1,350,076	24,350	1.8
5-yr. total	\$7,680,588	\$777,696	10.1

"We have carefully considered whether our loss might not be exceptional among companies writing similar

### Commission to Be Sought on Golden Gate Bridge Bonds

#### RAMSDEN REVIEWS SITUATION

Northern California Surety Association Adopts Resolution — Boulder Dam Controversy Not Ended

SAN FRANCISCO, April 22.—The adoption of a resolution supporting the American agency system, with special stress being laid upon the payment of a regular commission on any contract bond awarded on the Golden Gate bridge project, was the highlight of the meeting of the Surety Underwriters Association of Northern California in San Francisco last week.

Copies of the resolution are to be forwarded to the Tower Rating Bureau and to the Surety Underwriters Association of America.

The resolution was adopted following a discussion and report of the Boulder Dam situation by P. S. W. Ramsden, vice-president California Association of Insurance Agents, who called attention to the forthcoming contract bonds to be written in connection with the building of the proposed Golden Gate bridge.

In commenting on the National association's activities in relation to Boulder Dam contract bonds and the failure to pay agency commission to local agents, Mr. Ramsden expressed his belief that though some individuals might be of the opinion that the matter was closed, this was not the case.

types of accident coverage," the announcement states. "But it is evident that the majority of the companies have suffered heavy losses with their accident business."

#### Quotes National Underwriter

There is included a reproduction of two recent articles from THE NATIONAL UNDERWRITER, one on the alarming rise in the number of automobile accidents and another on the great number of claims under "jumbo" accident policies.

"The loss from this important line of business has been too great to warrant our continuing to stand still and do nothing," the Standard declares. "That is the problem, and we believe that you, as practical insurance men, will agree that correction must be made."

The death feature of the coverage is responsible for the excessive loss ratio experienced under accident policies, according to the announcement. "The automobile and conditions traceable directly and indirectly to its operation are the principal causes of the deaths which have produced such adverse results." There follows a chart showing that from 1920 to 1930, while the country's population increased only slightly, the number of automobile deaths increased by nearly two and one-half times.

#### Twenty Years Unchanged

"Yet," the announcement declares, "it is a fact that the basic rates for the death feature of the Standard's accident insurance have not been changed for over 20 years, and it must be apparent to anyone who fairly considers the sit-

### Collusion-Exclusion Clause Eliminated from Burglary

#### PERSONAL HOLDUP BROADER

All Personal Effects Are Covered Under Revised Manual of National Bureau

Elimination of the collusion-exclusion clause from burglary policies is an important feature in the revised burglary manual of the National Bureau of Casualty & Surety Underwriters. There is no extra charge for the broader policy.

That clause permitted the insurer to deny liability if "the assured or any associate or interest, watchman or officer, or clerical employee of the assured was a principal or an accessory in effecting or attempting to effect a burglary or robbery." It has been invoked to deny liability where it was proved the employees of the assured were implicated either as accessory or as principal.

#### Hold-up Form Broader

The personal hold-up policy has been broadened to cover all personal effects, as well as money, jewelry and articles of personal adornment.

Under the revision, a discount is permitted on insurance written excess over blanket bonds as low as \$10,000. Heretofore the minimum was \$50,000.

Under the revision, experience rating of risks, with 50 or more locations or custodians insured will be based more exactly on the actual experience of the assured in the making of the adjusted rate. This move, it is hoped, will stimulate chain risks towards crime prevention.

Rules and rates have been set up permitting the granting of additional robbery insurance in excess of nominal year round requirements of assured. This was designed to meet the needs of mercantile establishments which require excess cover on special sales days, Saturdays and other special occasions. The additional cover shall not exceed 50 percent of the regular amount of insurance carried.

uation that the Standard (or any company for that matter) cannot continue to write accident insurance providing death benefits at a price no greater than when the automobile was only a minor factor as a cause of accidental death and when expenses were at a comparable minimum. An increased hazard and a constant premium income for risks inevitably mean an underwriting loss which no company can continue to bear."

The increase in rate for the death benefit is no more than enough to offset the increased hazard to which present policyholders are subjected, the announcement states. Increased rates will apply to renewal policies as well as to new business.

#### Why on Renewals

This was decided upon, according to the announcement, on the theory that if new rates were applied only to new business, there would be little effect on the excessive underwriting loss until

(CONTINUED ON LAST PAGE)

### Leigh Takes Stand on General Agent

Title Should Not Go to Strictly Direct Writing Casualty Representative

### GIVES REPORT AT DALLAS

Indorsement of Principle by Insurance Commissioners Emphasized by Little Rock Leader

The position of the American Association of Insurance General Agents on the question of promiscuous general agency appointments in the casualty field is clearly set forth in the report of J. Gilbert Leigh of Little Rock, chairman of the conference committee of the general agents' association. Mr. Leigh submitted this report at the annual meeting of the association at Dallas.

The principal activity of this committee during the past year has been securing the further recognition of the association's principle that general agents should not engage in the local business and their compensation as supervising officials should be treated as a supervising and not an acquisition cost," the report stated.

"We secured the full acceptance of this principle by the Inland Marine Underwriters Association and the committee also attended three meetings of the acquisition cost committee of the National Convention of Insurance Commissioners, presenting to these organizations the association's views on this subject.

"The insurance commissioners felt compelled to recognize, as this association has always done, that there are many bona fide, legitimate general agents in the United States, both fire and casualty, who actually and efficiently supervise the business produced by sub or local agents reporting to them and who also conduct a local business, which represents a valuable asset to them.

#### Limited to One Class

"The commissioners further recognize as does also this association that if general agency appointments could be limited to that class, no objection could be made to them, but unfortunately, as the fire companies have found to their regret, such appointments open the door to abuse, by conferring the title of general agent on strictly local agents, thus placing companies not following the practice at a disadvantage as to those who do, and bringing about unfair discrimination in compensation to the detriment of experienced and loyal local agents who have built up their valuable business through many years of efficient service to customers and companies.

"Accordingly, and in recognition of the principles for which we stand, the report of the acquisition cost committee, adopted and approved by the insurance commissioners contained the recom-

(CONTINUED ON PAGE 37)

## Agency Building Will Be Accident Managers' Topic

### ANNOUNCE DETROIT PROGRAM

Many Notable Addresses Listed for Meeting of National Association to Be Held June 1-3

DETROIT, April 22.—The general topic for the annual convention of the National Association of Accident & Health Managers in Detroit June 1-3 will be agency building.

At the first session President J. P. Collins, National Casualty, will give his presidential address; R. H. McKinnon, Michigan Life, chairman of the entertainment committee, will give his report, and W. D. Mead, Pacific Mutual, Seattle, will talk on "Developing Accident and Health Business," followed by an informal discussion of this theme.

Tuesday morning's program includes addresses on "Building a Large and Profitable Accident and Health Agency" by E. A. (Count) Mueller, agency manager Southern Surety accident and health department, Madison, Wis.; S. C. Carroll, special assistant Mutual Benefit Health & Accident, "Agents' Qualifications," and H. H. Strayer, superintendent accident and health department Central Surety, "Educating Agents."

#### Notable Addresses Scheduled

Tuesday afternoon H. R. Gordon, executive secretary Health & Accident Underwriters Conference, will talk on "Competition"; C. L. Burt, president Accident & Health Managers Club of Seattle, on "Agency System"; George Brown, secretary of the association, on "The Limited Policy as a Means of Stimulating the Securing and Training of Agents," and Fred Burgoyne, assistant secretary Union Indemnity, on "Is the Non-Cancellable Provision a Desirable Provision in Policies?"

At Wednesday's session C. E. Rickerd, advertising manager Standard Accident and president Insurance Advertising Conference, will tell the managers how to build accident and health business by the use of direct mail advertising. Mr. Sanders, Pacific Mutual Life, will offer a sales demonstration, "Selling the Accident and Health Policy." Addresses will be given on "Regional Conventions as a Means of Bringing About a Closer Relationship Between the Member Clubs," by George Johnson, assistant manager United States Fidelity & Guaranty, San Francisco; "Group Insurance and What It Means as an Income Producer," by L. D. Edson, accident superintendent Zurich; "Building Premium Income With Special Policies," by W. A. Barrett, president Barrett Agency, and "My Twenty-five Years' Experience and What It Has Taught Me in the Building of Accident and Health Business," by J. R. Garrett, eastern manager National Casualty.

The entertainment features provided for Monday afternoon will include a bridge and tea for the ladies and the first nine holes of an 18-hole golf tournament for the men, with a speedboat trip up the Detroit river for non-golfers. In the evening the men will be the guests of the Accident & Health Managers Club of Detroit at a stag party in Windsor, Ont. Tuesday afternoon the golf tournament will be completed. The banquet will be held Wednesday evening.

### Large Baltimore Verdict

BALTIMORE, April 22.—A \$60,000 verdict, the largest award for personal injuries ever rendered in Baltimore, was given Mrs. Mae Greenwood, 41, of Morristown, N. Y., by a jury in city court this week. The Interstate Transit Company was the defendant.

## Congress Speaker



E. IRVING FIERY

E. Irving Fiery of Bowes & Co. of Chicago has been selected by the Illinois Casualty Field Club as the fourth speaker at its sales congress at the Hotel LaSalle in Chicago, May 4. He will handle the subject of workmen's compensation. E. D. Lawson, Chicago, marine manager Fireman's Fund, will speak on inland marine lines. Ralph Newman of New York, automobile superintendent United States Casualty, will handle automobile insurance, and J. W. Hartley of the United States Fidelity & Guaranty home office will speak on public liability.

### Allstate Gets License in Illinois; Starts Writing

The Allstate, recently organized Sears, Roebuck & Co. automobile carrier, has received its Illinois license and has started writing. Next week the Allstate expects to get out its first batch of sales literature, which will be broadcast over the state. The business is to be solicited exclusively by mail.

G. E. Humphrey, who is assistant to the president of Sears, Roebuck & Co., has been formally elected president of the Allstate. L. J. Rosenwald is vice-president. Carl L. Odell is vice-president and secretary. Mr. Odell is the real insurance man in the organization. F. F. Fowler, who for eight years was connected with the Rockwood Company of Chicago, is controller.

President Humphrey issued a statement in which he said that business will not necessarily be accepted only from the rural districts. Underwriting of risks will be based strictly on the character of the applicant, he said. No commercial business, taxicabs or buses will be covered. Arrangements, he said, have been made to handle claims wherever they occur and it has reinsurance arrangements for excess liability.

### Lighten Missouri Tax Load

The Missouri senate has passed a bill levying a 2 percent tax on premiums of three automobile casualty companies with home offices in St. Louis, in lieu of all other taxes by the state. It will apply to other stock companies conforming to the provisions of the bill. The bill, placing domestic companies on a par with foreign companies, which pay a 2 percent premium tax, will save companies about \$8,000 a year.

### Increased Premiums

The Employers Mutual Indemnity was incorrectly shown as having a \$130,308 decrease in automobile premiums in the Automobile Number. It should have been an increase of \$45,091.

## Motor Vehicle Fatalities Show 11 Percent Increase

### FIGURES FIRST TWO MONTHS

Returns from the Different States Indicate an Unfavorable Experience This Year

HARTFORD, April 22.—Motor vehicle fatalities reported by state officials are nearly 11 percent more than for the corresponding period of last year, it is shown by figures compiled by the Travelers. With figures for only the first two months available from the majority of states, the indicated death toll is 4,320 as against 3,900 in the same period in 1930. This amounts to an increase of nearly 11 percent.

Fatalities in February, on the basis of reports from states with a total population of 55,000,000 number 2,100 as against 2,220 for January on the basis of reports from states having three-fifths of the population. The increase in motor vehicle deaths as reported by state authorities is approximately 2 percent greater than the gain in the same months last year over 1929, and is more than twice the annual percentage gain in deaths from automobile accidents last year for the entire country.

Ten states in February reported decreases in motor vehicle deaths, while in 15 there were increases in fatalities. In January 11 states also reported decreases, while in 20 more persons were killed in automobile accidents than in the same month the year before.

### Casualty Experience for Canada by Classes, 1930

OTTAWA, ONT., April 22.—Heavy loss ratios were shown on almost all casualty lines in Canada in 1930. There was a decrease in workmen's compensation premiums, the leading class, but the loss ratio dropped to 50 percent compared with 71 percent in 1929. Figures by classes follow:

	Premises	Losses
Accident	\$ 3,436,882	\$ 1,507,189
Sickness	1,784,277	1,032,792
Combined A. & H.	1,851,527	1,121,926
Empl. Lia. & Comp.	4,626,826	2,346,691
Aviation	194,814	360,806
Automobile	18,258,353	9,852,830
Burglary	1,166,513	370,233
Credit	334,850	282,012
Elec. Machinery	147,470	67,607
Forgery	51,590	28,254
Fraud	27,491	11,230
Fidelity	1,341,843	817,877
Surety	1,162,636	334,761
Liv. Stock	59,428	88,992
Plate Glass	553,841	268,468
Steam Boiler	617,982	42,758

### Prompt Payment Saves Bank

The prompt payment by the Aetna Casualty to the Moodus (Conn.) Savings Bank of the loss suffered by it through robbery on April 8 allayed the feeling of a number of the depositors that their savings might be in jeopardy. The action of the company enabled the bank to continue routine operations without interruption.

### Wants to Curb Bad Check Artists

Police Commissioner Mulrooney of New York City held a conference the other day with prominent business men and surety company officials in the effort to check the activities of bad check artists. President E. M. Allen of the National Surety was present and pledged the aid of his organization to help in the movement. He divided forgers into two major groups, one consisting of those of moderate means, who are tempted to prey on their more wealthy fellows and those operating through organized gangs.

Smith-Matthews, Inc., have been appointed borough agents in Manhattan for all lines by the Detroit Fidelity & Surety.

## Casualty Legislation of the Past Week Reviewed

Following a hearing on the Wisconsin bill providing for a standard automobile liability and property damage policy, its defeat is predicted. R. W. Jackman, representing the casualty companies, attacked the bill. He said that it was impossible to have so many conditions in one policy which really required six forms.

Governor Ralph of California has signed the "gyp auto club" bill, which materially strengthens the law governing automobile clubs. Under the old provision, a motor club rendering less than three of the services specified in the statute was not required to be licensed by the insurance department or to file the \$100,000 deposit required of other carriers. The California Association of Insurance Agents sponsored the bill.

The Indiana legislature has passed a bill continuing the liability of the assured and the insurer in case of an accident, even though the assured takes the bankruptcy act.

Both houses of the Nebraska legislature have hastened to give their approval to Governor Bryan's bill authorizing the state auditor to procure holdup and burglary insurance immediately on all negotiable bonds and securities in his custody. It also provides for corporate surety bonds to protect the state and owners of all bonds and securities required by law to be deposited with that state officer. The appropriation bill carries the necessary funds to pay premiums.

The bill which passed the Iowa house designed to prevent collusion between owners of automobiles and their guests in collecting accident damages from insurance companies has been defeated in the senate.

Two bills have been introduced in Wisconsin facilitating the recovery by a plaintiff in personal injury action. One would establish the rule of comparative negligence and the other would require an insurance company to be named a party defendant in all personal injury suits.

### No Unemployment Dole in Canada

OTTAWA, CAN., April 22.—Positive refusal of a "demand" for enactment of a bill providing for non-contributory state unemployment insurance was made by Premier R. B. Bennett to a delegation representing the Workers' United League of Canada. Never would any government of which he was a member enact such legislation, Mr. Bennett told the delegation.

"We will not put a premium on idleness, and we will not put our people on the dole," asserted Mr. Bennett.

The idea of the delegation was that the state should bear the cost of the proposal. "That is a direct invitation to idleness," Premier Bennett said. He added that if the members of the delegation had followed the situation in Great Britain they would know that the establishment of the "dole" system would be "suicidal" for a new country.

### CLAIMS ASSESSMENT ON EXCHANGE VALID ASSET

SAN FRANCISCO, April 22.—The indications are that the California Highway Indemnity Exchange will resist the petition of Commissioner Mitchell for appointment of a receiver for the exchange. It declares it is still solvent, basing its contention on the recent levy of assessment and claiming the assessment is a valid asset. A decision will be made April 27 by the superior court of Los Angeles.

The metropolitan department of the Fidelity & Casualty will shortly remove from its present location at 45 John street, New York, to the new structure at 116 John street, where several floors have been leased.

## Cohen Bill Veto Was Unexpected

Governor Roosevelt Turns Down Amendment Affecting Liability Policies

### COMPANIES CONCERNED

Brustein Case Involving New Amsterdam Casualty Was Responsible for Drafting of Measure

NEW YORK, April 22.—Governor Roosevelt unexpectedly this week vetoed the Cohen bill passed by the New York legislature amending section 109 of insurance law to clarify phraseology affecting the standard liability policies. The bill is the outgrowth of the famous Brustein case which provoked widespread interest among casualty men early this year, and caused several important companies to bulletin their agency staffs. The bill was an attempt to overcome the effect of the Brustein decision.

#### Approved by Companies

The draft was approved by the legislative lobby counsel for casualty companies and also was accepted by the insurance department at a hearing in which the bill was amended. However, the department opposed the bill after its passage.

The department stated to Governor Roosevelt that the bill refers only to "loss of services" and not to "medical expenses," "hospital bills," etc. It was said the department is now seeking clarification of insurance contracts and has complete cooperation of carriers, and that it should be permitted a free hand.

Briefly the particulars in the case which is responsible for the present effort to amend the law are:

#### Auto Accident Responsible

Sol Pion held an automobile liability policy with \$5,000/10,000 limits with the New Amsterdam Casualty. Mrs. Besse Brustein was injured by his car and secured judgment for \$8,145, the insurance company paying up to its policy limit. Mr. Brustein then sued for loss of his wife's services, and was awarded \$2,634.

An execution against the owner of the car being returned unsatisfied, Brustein sought to recover against the New Amsterdam Casualty and secured judgment in the trial court. Upon appeal to the court of appeals the decision of the lower tribunal was reversed, its construction of unlimited liability being declared so unreasonable as "to shock common sense."

#### New Amsterdam's Position

The position of the New Amsterdam was not to deny liability for loss of service, but on the ground that it had already paid the full amount set forth in its contract for injuries to a single person.

The amendment to the present law as provided in the Cohen measure reads: "Injuries to person shall be deemed to include loss of services, and a policy of insurance issued under the provisions of this section covering bodily injuries shall be deemed to include injuries to person; but nothing herein contained shall be construed to prohibit insurance companies from issuing policies wherein they insure against loss, damage or liability from only one or more of the above hazards or injuries, or wherein they limit their liability."

## Carter Chairman



GEORGE W. CARTER, Detroit

NEW YORK, April 22.—As members of a special committee of the National Association of Insurance Agents to consider "all casualty questions that arise, except those for which particular committees are named, such as the compensation committee," President P. H. Goodwin has appointed G. W. Carter, Detroit chairman; K. H. Bair, Greensburg, Pa., and P. B. Hosmer, Chicago. Mr. Carter is a member of the National association's executive committee; Mr. Bair president of Pennsylvania association, and Mr. Hosmer president of the Chicago Board. One of the early questions to be taken up by the committee with the National Bureau of Casualty & Surety Underwriters will be the need for establishing a definite commission plan under the equity rating system.

## Inter-Ocean to Reinsure A. & H. Business of Pilot

The accident and health business of the Pilot Life of Greensboro has been reinsured by the Inter-Ocean Casualty of Cincinnati. By far the greater portion of the \$240,000 premiums written by the Pilot Life in 1930 came from North Carolina, with a substantial amount also from Virginia. The Pilot also had accident and health business in Alabama, Arkansas, District of Columbia, Florida, Georgia, Louisiana, Mississippi, South Carolina, Tennessee, Texas and West Virginia.

The reinsurance arrangement between the Pilot and the Inter-Ocean becomes effective May 1. After that date all handling of the accident and health business which had been written by the Pilot will be taken care of from the Cincinnati office of the Inter-Ocean Casualty. Only Inter-Ocean policies will be issued through Pilot Life agencies writing through the Inter-Ocean. Since the Pilot Life operated its accident and health department as secondary to its life business and the Inter-Ocean is solely an accident and health company, the latter company naturally has a more extended line of policies, fitted for use in covering every possible accident and health field.

E. G. Jones of Greensboro will continue as state agent for the Inter-Ocean Casualty in North Carolina.

## Death of John McKechnie

John McKechnie, vice-president of Joyce & Co., Chicago, managers of the National Surety, died Tuesday night in the Presbyterian hospital at Chicago. Mr. McKechnie had been off the firing line for some time and gradually declined. He was one of the veteran

## Qualifying Power of Companies on Bonds to U. S. Government

The bond limits of the United States Treasury Department have been revised based on Dec. 31, 1930, statements. Companies which are acceptable on surety bonds, along with their capital, surplus and net limits on any one bond, are given below:

	Surplus and Undivided Profits	Net Limit on any One Bond
Associated Indemnity	\$ 500,000	*\$1,000,000
Fireman's Fund Indemnity	1,000,000	2,683,712
International Re-Insurance	1,500,000	2,842,275
National Automobile	250,000	*252,930
Occidental Indemnity	500,000	678,865
Pacific Indemnity	1,500,000	2,209,650
Aetna Casualty	3,000,000	10,155,296
Century Indemnity	1,200,000	353,430
Hartford Accident	3,000,000	6,817,335
Saint Paul-Mercury Indemnity	800,000	355,752
Continental Casualty	3,500,000	3,500,000
Inland Bonding	300,000	248,455
Western Casualty & Surety	750,000	511,266
Union Indemnity	1,000,000	1,034,052
American Bonding	1,000,000	543,957
Fidelity & Deposit	6,000,000	5,112,602
Maryland Casualty	5,000,000	5,131,940
United States Fidelity & Guaranty	10,000,000	11,280,472
American Employers	1,000,000	606,612
Massachusetts Bonding	4,000,000	4,042,553
Central West Casualty	1,000,000	425,341
Detroit Fidelity & Surety	1,000,000	1,297,967
National Casualty	750,000	500,000
Standard Accident	2,500,000	1,057,531
Central Surety	1,000,000	907,848
Employers Reinsurance	1,500,000	2,250,000
Bankers Indemnity	1,600,000	759,107
Commercial Casualty	2,500,000	1,270,207
Excess	750,020	*854,347
International Fidelity	300,000	1,494,150
Liberty Surety Bond	845,633	152,456
New Jersey Fidelity & Plate Glass	800,000	1,014,119
Public Indemnity	160,000	1,125,768
American Surety	7,500,000	6,719,348
Columbia Casualty	1,000,000	1,229,422
Commerce Casualty	750,000	400,000
Concord Casualty	571,760	251,274
Consolidated Indemnity	1,200,000	*1,221,587
Eagle Indemnity	1,000,000	982,718
Fidelity & Casualty	5,000,000	3,829,656
Franklin Surety	750,000	270,013
General Indemnity	1,000,000	779,461
General Reinsurance	1,500,000	1,155,229
Glen Falls Indemnity	1,000,000	600,000
Globe Indemnity	2,500,000	5,000,000
Grand Central Surety	250,000	25,000
Great American Indemnity	1,500,000	805,516
Greater City Surety	262,500	177,334
Guardian Casualty	1,000,000	243,922
Home Indemnity	1,000,000	1,577,322
Lloyd's Casualty	2,000,000	*813,363
London & Lancashire Indemnity	750,000	697,927
Metropolitan Casualty	1,500,000	1,931,515
National Surety	15,000,000	9,922,949
New Amsterdam Casualty	4,500,000	4,500,000
New York Casualty	1,500,000	748,269
New York Indemnity	1,000,000	309,169
Preferred Accident	3,500,000	1,002,626
Royal Indemnity	2,500,000	3,524,844
Seaboard Surety	1,000,000	570,056
Southern Surety	1,500,000	426,176
Standard Surety	1,500,000	1,300,147
Sun Indemnity	1,000,000	726,271
United States Casualty	1,500,000	1,503,902
American Guarantee	1,000,000	2,679,271
American Liability & Surety	500,000	984,757
Ohio Casualty	600,000	523,399
Alliance Casualty	1,000,000	999,038
American Reinsurance	1,000,000	2,530,625
Commonwealth Casualty	750,000	352,744
Constitution Indemnity	1,250,000	1,091,411
Eureka Casualty	500,000	984,053
Independence Indemnity	1,000,000	3,039,350
National Union Indemnity	1,250,000	*1,087,949
Western Surety, S. D.	1,000,000	*361,791
American General, Tex.	286,900	94,960
American Indemnity, Tex.	400,000	315,518
Employers Casualty, Tex.	600,000	451,836
Texas Indemnity	300,000	203,521
General Casualty, Wash.	300,000	82,177
United Pacific Casualty	500,000	693,824
	400,000	202,473

## FOREIGN COMPANIES AUTHORIZED TO DO A REINSURANCE BUSINESS ONLY

	Net Assets	Power
Employers Liability	\$6,542,201	\$654,220
European General Reinsurance	2,500,000	250,000
Guarantee Company of North America	1,402,500	140,250
London Guarantee & Accident	3,933,166	393,316
Ocean Accident & Guarantee	4,235,627	423,562
United British	1,160,723	116,072

\*Surplus on basis of allowing securities owned prior to 1930 at average of quarterly market rates during 1930.

†Domestic companies authorized to do a reinsurance business only.

‡Certificate of authority issued Oct. 22, 1930.

§Reflects reduction on January 8, 1931, in par value of capital stock from \$10 to \$5 per share; the reinsurance of approximately \$1,000,000 of the unearned premium reserve, and securities valued at market prices on February 14, 1931.

¶Certificate of authority issued Sept. 11, 1930.

surety men of Chicago and specialized on contract bonds. His father was one of the old time Chicago contractors and John was associated with him. Mr. McKechnie started with Joyce & Co. in 1907 and later joined hands with H. H. McKee as McKee & McKechnie, who had the western surety department of the Globe Indemnity. He later returned to his old firm. He was 65 years old. The funeral services will be held Thursday afternoon at 2 o'clock from his home. The pallbearers will be from the Chicago Surety Underwriters Association.

## Lewson Joins Globe Indemnity

Nick Lewson, formerly with the National Surety, has joined the Globe Indemnity as superintendent of its forgery bond department at its New York office. While in the field he demonstrated great success with a system by which the specialty salesman cooperates with the broker or agent.

## Annual Meeting at Atlantic City

(CONTINUED FROM PAGE 3)

ness. The association rules on general cover contracts will be modified to meet this altered condition.

### Street's Views Approved

Complete approval was given at the closing session to the views of C. R. Street as set forth in his annual address. With respect to the mooted question of non-policy-writing agents it was determined that the governing committee

confer with other jurisdictional bodies with a view to securing uniformity of action thereupon the country over. The recommendation as to the classification of association membership was endorsed. The previously declared position of the association as to general agencies was reaffirmed, while Manchester, Vt., was mentioned as the place of next meeting. The selection will be determined through a mail vote of members.

The need for a revised form of agency agreement recognized by the association three years ago when it appointed a committee to draft a new contract, the adoption of which failed at the time, has been intensified by virtue of the numer-

ous bank receiverships and the tying up if not complete loss of agency funds therein during recent months. The recommendation of the committee on contractual relations with agents that a definite revision agreement be again attempted was received. Just what form the revision will take has not been determined, nor will it be until conferences be had with representatives of the other company jurisdictional bodies of the country and of the National Association of Insurance Agents.

Reports of other committees were informal and dealt almost wholly with routine affairs. An extended report was offered by the subscribers actuarial com-

mittee, following which C. R. Street and J. F. Stafford whose terms of office expired, were reelected to committee memberships. The body elects its own chairman and is in agreement that Mr. Street will again be chosen to the office. Including a number of company officers present from Hartford, New York, Philadelphia, Newark and other underwriting centers 116 members in all are in attendance.

A. R. Phillips, vice-president American National, Columbus, O., was elected to active membership, while F. P. Hamilton, president Queen; B. G. Chapman, president American Central, and J. R. Wilbur, America Fore, were added to the honorary roll. R. J. Folonie of Hicks & Folonie, general counsel, reviewed the present status of the various legal issues in which association members have particular interest. At the period given over to free discussion by members, opportunity was afforded for the expression of views on matters regarding which so much complaint has been heard of late, but no drastic resolutions were adopted in that connection.

W. H. Lininger of the Springfield presented the report of the committee on publicity and education. This reviewed the large amount of literature issued since the last meeting to meet the competition of the mutuals and reciprocals, with letters from agents saying that it has been helpful in holding or regaining the lines from the assessment companies. Much material dealing with fire prevention and educational work has also been issued, especially on farm insurance conditions, the total distribution since the last meeting being 946,000.

## General Insurance Agents Hold Gathering in Dallas

(CONTINUED FROM PAGE 8)

maintain the general agency business as that of supervising offices free from direct or indirect ownership or operation of any local agency business, and the acceptance of the principle that the compensation for services rendered by such general agencies is a supervision and management expense; for the promotion of more cordial relations between its members, for interchange of information, for the discussion and solution of mutual problems, and for the perpetuation of the American Agency System.

"General agencies to be eligible to membership must be in conformity with the rules of the underwriting organizations having jurisdiction, and members in good standing of any local or state association of insurance general agents in their territory whose constitution and by-laws have been found to be in harmony herewith. Written application for membership must be submitted to and receive the favorable vote of a majority of the membership committee."

### Speakers Tuesday Morning

Tuesday morning, K. S. Dargan, Houston, read a paper on "Relationship Between Insurance Business, Insuring Public and Supervisory Authorities."

J. Ross Moore, New York, manager National Automobile Underwriters Association, spoke on "Automobile Insurance—Its Problems and Its Opportunities." His address is presented in part elsewhere in this issue.

Ashley Cockrill, Little Rock insurance attorney, spoke briefly Tuesday morning. He said in his judgment insurance men make a serious mistake in running to the legislature with their difficulties. He believes the insurance interests should be well organized to fight proposed adverse legislation.

The banquet and dance Monday evening proved a delightful event and was well attended. T. L. Lauve, Dallas, master of ceremonies, introduced George S. Wright, an insurance attorney of Dallas who acted as toastmaster. Short talks were made by President Stebbins, Sam P. Cochran, Dallas, Frank W. Wozencraft, attorney of Dallas, and W. A. Scanlon, THE NATIONAL UNDERWRITER.



THE growth of our companies is a reflection of the confidence our agents have had in us since our organization less than five years ago. That this confidence has been well founded is shown by the splendid manner in which this group weathered the storms of 1930 and by the substantial increase in the volume of business written so far this year.

Our growth . . . a staunch and conservative one . . . shall continue under the sound policies that have proven so satisfactory. We are proud of that growth, yet we treasure most our splendid agency connections and pledge ourselves to continued co-operation with those whose faith has made our success possible.

## TRINITY-UNIVERSAL GROUP of

Fire, Automobile and Casualty Insurance Companies

UNIVERSAL AUTOMOBILE INSURANCE COMPANY

TRINITY FIRE INSURANCE COMPANY      UNIVERSAL CASUALTY COMPANY

DALLAS

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## CHANGES IN CASUALTY FIELD

### Goes With General Indemnity

#### J. J. Eckhart Leaves Metropolitan Casualty to Join Rochester Company in Home City

John J. Eckhart, who has been office manager in Rochester, N. Y., for the Metropolitan Casualty, has been appointed office manager in the same city and resident vice-president of the General Indemnity of Rochester, which recently acquired the General Casualty of Detroit. Mr. Eckhart started with the Aetna Life companies and later served the Metropolitan Casualty in Buffalo and New York before going to Rochester early in 1929. The Rochester office of the General Indemnity will have charge of western New York.

### Opens Newark Branch

The Independence Indemnity has opened a Newark branch office in the Lefcourt building. L. H. Rudd is manager. He has been with the Ocean Accident for nearly nine years, six years as Newark manager, and was previously with the Royal Indemnity. J. B. Coburn will be surety underwriter, E. A. Chandler casualty underwriter and H. T. Linck accountant. All were formerly with the Ocean Accident in Newark.

### Metcalf Leaves Standard

F. R. Metcalf, resident vice-president of the Standard Accident in Philadelphia, has resigned. He expects to announce his new connection shortly.

### Mackall With Trenton Company

L. E. Mackall, well known writer on surety subjects, whose last connection was with the Equitable Casualty & Surety, has joined the Liberty Surety Bond of Trenton, N. J., as vice-president and general manager. The company started in January, 1926, concentrating on fidelity and surety lines and writing largely in eastern states.

Mr. Mackall started with the Amer-

ican Bonding in 1905 and subsequently served with the Globe Indemnity, National Surety and Metropolitan Casualty.

### Fisher Gets Ohio Casualty

The Ohio Casualty has appointed I. M. Fisher, Inc., as general agent for California. J. I. Scott, manager of the casualty department of the company, made the arrangement while on the Pacific Coast.

### Rubin With Independence

C. M. Ault of Cleveland, special agent of the Independence Indemnity, has resigned. M. H. Rubin has been appointed Ohio special agent for the Independence Indemnity with headquarters at Columbus. He formerly was with the American Casualty.

### Hartford Special Agent

John C. Bowers has been appointed Cook county special agent for the Hartford Accident, specializing in casualty lines. Since graduating from De Pauw University two years ago, Mr. Bowers has been connected with the Hartford Accident western department as underwriter.

### Casualty Changes

The Great American Indemnity is no longer represented in the J. T. Flynn agency of Chicago.

Wynne & Kinsella, Detroit general agent for the New Amsterdam Casualty, have moved to 712 Ford building from the Penobscot building.

H. T. Davis of the Globe Indemnity branch at Los Angeles has resigned to become manager of the casualty department of Rule & Sons agency in that city, succeeding J. R. Rauschenberg.

R. L. Travis has been appointed superintendent of the bond department of the Columbia Casualty at Los Angeles, succeeding C. E. Putnam, resigned. Mr. Travis was formerly with the Commercial Casualty.

Cyrus K. Watson has been appointed executive special agent for the surety department of the Ocean Accident and Columbia Casualty with headquarters in Columbus, O. He was formerly with a local agency at Columbus.

## WORKMEN'S COMPENSATION

### Cutting Construction Cost

#### Hartford Accident in Report Showing Accident Expense to Builder Beyond Compensation Limits

An important contribution to safety work is the newly issued report, "Cutting Construction Cost," prepared by the special risk and engineering department of the Hartford Accident. The reader's interest is gained in the introduction by the statement that the provision of compensation insurance in no way relieves the contractor of his share of the cost of accidents, which is variously estimated at between four and five times the amount paid out by insurance companies.

### Items of Cost Cited

"This cost," the report states, "is due to non-insurable losses such as: time lost by the supervisory force through the investigation of accidents, training of new employees to take the injured's place, attending hearings on compensation cases and in preparing accident records; time lost by the injured in receiving first aid or doctor's treatment and in recovering from injuries; time lost by other employees rendering assistance to the injured. In addition to these losses, accidents also make necessary an increase in compensation rate."

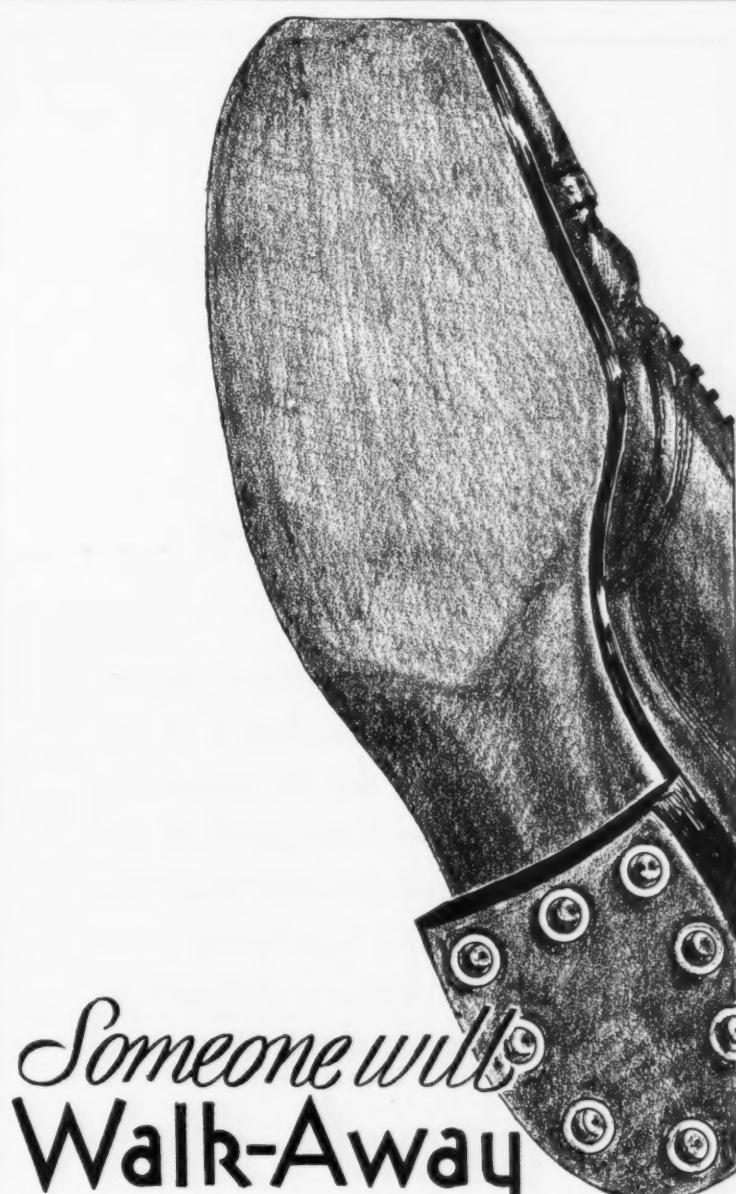
### Many Commissioners Attend

#### Meeting of Casualty Adjusters Association in Chicago Draws Officials from Two States

Five industrial commissioners, a former commissioner and a physician specializing in compensation cases addressed the April meeting of the Casualty Adjusters Association of Chicago. It was decided to hold the first spring outing at the Elmgate country club, an all-day affair at which upwards of 200 are expected. Francis Baldwin, head of the claim department Illinois Bell Telephone Company, is in charge of arrangements. The speaker at the May meeting will be Col. Calvin Goddard of the crime detection and ballistic laboratory, Northwestern University.

Judge Roscoe Kiper, chairman Indiana commission, gave a resume of the Indiana act and its application. Chairman Clarence Piggott of the Illinois commission told of the attempts in that state to simplify procedure in the commission. Peter Grieve, Commissioner Wills and C. A. Pense, all of the Illinois commission, also talked, Mr. Wills telling of ways in which company representatives and the commission could cooperate.

Judge Anders of Springfield, former Illinois industrial commissioner, took up the proposed compensation bill recently



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DETROIT

filed in that state's legislature, and Dr. F. A. Bendixon of Davenport, Ia., spoke on relations between medical witnesses, such as physicians, and the commission.

### Much Interest at Hearing

TOPEKA, April 22.—Wide interest was taken in the hearing before Commissioner Hobbs on the proposed increases in the rates for compensation in-

surance in Kansas. The companies made a complete showing of the necessity for the increase in rates. They have not been permitted to make an increase for four years. After the hearing Commissioner Hobbs took the evidence submitted by the companies and the employers under advisement and will announce his decision after he has had time to study the documents submitted by the companies and insurance buyers.

## ACCIDENT AND HEALTH FIELD

### Gets Premium in Low Gear

#### Missouri State Life Gets Out Contract with the Trappings and Fringes Eliminated

Since the Missouri State Life brought out its "Mosaic" disability policy its agents find that they can make great progress with it, because the premium is within the range of the average man. It is a combined accident and sickness policy with the death benefit and all special features eliminated. The accident part provides for total disability without time limit, partial disability or 50 percent of the total benefit continuing for six months. It provides that the amount expended for medical treatment is not to exceed \$25 for each \$100 of monthly indemnity. There is one form of sickness disability with a 15-day elimination period, and another with a 30-day. For total disability the indemnity runs for 12 months. It covers non-house confining illness. The maximum age for renewal is 59. The limits for the first five classes are \$200 a month each for accident and health. For the next two \$100, and for the last two \$50. The minimum issue is \$50 monthly indemnity. It is written for men only, the age limit 18 to 55 inclusive. Form RA is the accident with the health 15-day elimination period and RAA with the health 30-day elimination period. The rates for \$100 monthly indemnity are as follows:

	FORM RA		FORM RAA			
Class	Acc.	Hith.	Tot.	Acc.	Hith.	Tot.
A	\$7.50	\$17.50	\$25.00	\$7.50	\$13.50	\$21.00
B	10.00	17.50	27.50	10.00	13.50	23.50
C	12.50	17.50	30.00	12.50	13.50	26.00
D &						
D*	15.00	17.50	32.50	15.00	13.50	28.50
E	17.50	22.50	40.00	17.50	18.50	36.00
F	22.50	22.50	45.00	22.50	18.50	41.00
G	27.50	22.50	50.00	27.50	18.50	46.00
H	37.50	22.50	60.00	37.50	18.50	56.00

(Health rates increase 50 percent at age 51 and over, whether new business or renewal.)

### Standard Policy Bill in Wisconsin

While accident and health companies operating in Wisconsin will strenuously oppose the bill introduced into the Wisconsin legislature to establish a standard form of accident and health policy and prohibit the use of any other form in that state, they do not consider that there is any serious danger that such a measure will be enacted into the law. The bill introduced is practically identical with the one drafted a number of years ago by Thomas P. Nelson, at that time connected with the Wisconsin insurance department and now an employee of the state banking department at Madison.

The bill for a recodification of the Wisconsin insurance laws, now before the legislature, as originally drawn contained a provision for some arrangement of the standard provisions in accident and health policies, which would have destroyed the main purpose of those provisions, to bring about uniformity in that respect among the different states,

but the author of the bill has agreed to an amendment which would retain the present arrangement.

### Connecticut General Policies

The Connecticut General Life has issued four new accident contracts, all embodying the medical reimbursement feature. The policies provide principal sum and weekly indemnity, with the reimbursement provision providing for payment of not to exceed 20 times the single weekly indemnity. The second contract is similar except that it provides no indemnity for loss of life. The third contract includes only principal sum and reimbursement provision, the reimbursement not to exceed 10 percent of the single principal sum, while the fourth contract is similar to the third except providing no indemnity for loss of life.

### Trone Round Table Leader

The program for the annual meeting of the Health & Accident Underwriters Conference, to be held in Washington D. C., May 21-23, has been completed with the selection of D. G. Trone of the Indiana Travelers Assurance as leader of a round table discussion on "When Recession Becomes Progression." The only other round table session will be that on "Agency Problems," led by H. G. Royer of the Great Northern Life.

### Regional Conference in Portland

PORTLAND, ORE., April 22.—The first regional conference of the Seattle and Portland Accident & Health Managers Clubs was held here with a good attendance. Speakers included Horace Mecklem, New England Mutual Life; R. F. Freeman, H. C. Pownall, Jackie Neer, Carl Mautz, E. F. Peterson and W. B. Combs, J. E. S. Buchanan, Aetna Life, presided.

A. B. Combs is president of the Port-

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land association; R. L. Aldrich, vice-president, and W. B. Combs, secretary-treasurer.

#### Has to Restrict Occupations

The experience of the Maryland Casualty with certain classes under its special automobile accident policy has been such as to make it place certain occupations on the prohibited list. The age limit for women under this policy is now reduced to 59 years inclusive.

#### Midland Casualty Moves

The Midland Casualty is moving its home office to the fourth floor of the Loyalty building at 611 North Broadway, Milwaukee, which was formerly the home office of the Northwestern Mutual Life, and which now houses a number of insurance offices including the Milwaukee Mechanics.

The company's branch office in Chicago is moving to larger quarters in the Midland building, 176 West Adams street.

#### Burford Gives Claim Angle

How the claims and production departments cooperate was outlined by L. G. Burford, claim manager Pacific Mutual Life, at the meeting of the Accident & Health Managers Club of San Francisco April 20.

### Fidelity-Surety Activities

#### Rate-Cutting Troublesome

##### Two Companies Reported to Have Obtained \$2,000,000 Illinois Highway Bonds This Year

Complaints of excessive rate cutting in obtaining Illinois highway bonds are being heard in that section. It is said there are two companies which are obtaining a preponderance of the business by selling highway bonds at 40 cents, as compared with the bureau rate of \$1, and in addition must pay commission. One of these companies has written well over \$1,000,000 of these bonds so far this year and the other around \$800,000. The two of them thus far in 1931 have written, it is said, approximately \$2,000,000 of these bonds in the state, whereas some 10 or 12 other companies together have written only about \$1,250,000.

It is expected that politics always will play a large part in the awarding of highway construction bonds, but the situation has been complicated in Illinois for some time by the alleged practices of these two companies particularly in selling the indemnity at what is considered a "suicidal" rate.

#### Objection Is Made to Any Change in Form

NEW YORK, April 22.—Importers and merchants are in opposition to the desire of the Treasury department to revise the conditions of the bond used in connection with the entry of goods into this country from foreign shores by increasing the liability time limit fixed thereunder to three years. Opponents maintain that under the terms of the existing bond the government is amply protected. Its losses through a long series of years have been but a fraction of 1 percent. The rate charged by the surety companies for coverage of this character is but 25 cents per thousand of liability, with a minimum premium of \$1 for the single entry form; a rate so low that few offices are particularly anxious for the business, alleging that unless it be written in volume the cost of putting it through the books consumes practically the entire revenue. It is looked upon

by most underwriters as an "accommodation" line.

#### Louisiana Agents Charge Highway Bond "Monopoly"

NEW ORLEANS, April 22.—Formal complaint has been submitted to Governor Long on behalf of the Louisiana Insurance Society, that the Louisiana highway commission is placing all the business under its control "through one agent, with one insurance company." The complaint was in the form of a resolution, unanimously adopted by the organization at its annual meeting in Alexandria. Publication of the resolution was withheld by President D. H. Rodriguez until it could be forwarded to the governor. The complaint relates particularly to the writing of contractors' bonds on highway construction, which is said to involve premiums totaling \$1,000,000 or more.

#### Lunt Talks on Bonds

WASHINGTON, April 22.—At a luncheon meeting of the Insurance Club of Washington, E. C. Lunt, vice-president Great American Indemnity, was the guest speaker. A. J. Voorhees, manager of the Aetna office in Washington,

presided. Mr. Lunt gave an interesting survey of the various types of brokers' and bankers' blanket bonds.

#### Michigan Depository Bills Signed

LANSING, MICH., April 22.—The bills to allow Michigan banks to substitute their own securities for surety bonds as protection for deposits of city, village, county, township or school district funds have been signed by Governor Brucker. The measures are effective immediately but will automatically be suspended July 1, 1933.

A bill has now been introduced to eliminate the need for posting of bonds to protect state deposits with banks.

#### Gets Boston Post Office Bond

The Continental Casualty has written the bond for the new Boston postoffice and courthouse, which will be constructed by the N. P. Severin Company of Chicago, a construction firm that deals in public buildings. The contract price is \$4,648,900. The Continental Casualty wrote the bond through its Chicago branch office for R. Modica, the broker who secured the business.

#### Spring Outing May 6

May 6 has been set as the date of the first spring outing of the Surety Asso-

ciation of Chicago. The party, which will be held jointly with the Casualty Club of Chicago and the Illinois Federation, will be at the Elgin country club. The committee on arrangements consists of T. E. Dunne, surety association; Frank Chandler, federation, and Walter Steiner, casualty club. Joseph E. Callender will be host.

#### Can't Secure Bond

BALTIMORE, April 22.—It appears that it will be necessary for Governor Ritchie of Maryland to appoint a successor to Max Malotte of Hagerstown, state and county tax collector-elect, because Mr. Malotte has been unable to give the \$200,000 statute bond. The bonding companies will bond him only if he can secure cash endorsements of \$25,000, which he has been unable to obtain.

#### Aetna Casualty Is Insurer

In the March 19 edition, the American Casualty was inadvertently listed in place of the Aetna Casualty as one of the co-sureties on the Hoover Dam performance bond.

The Excess of New York and General Casualty, Seattle, have been admitted to Maryland.

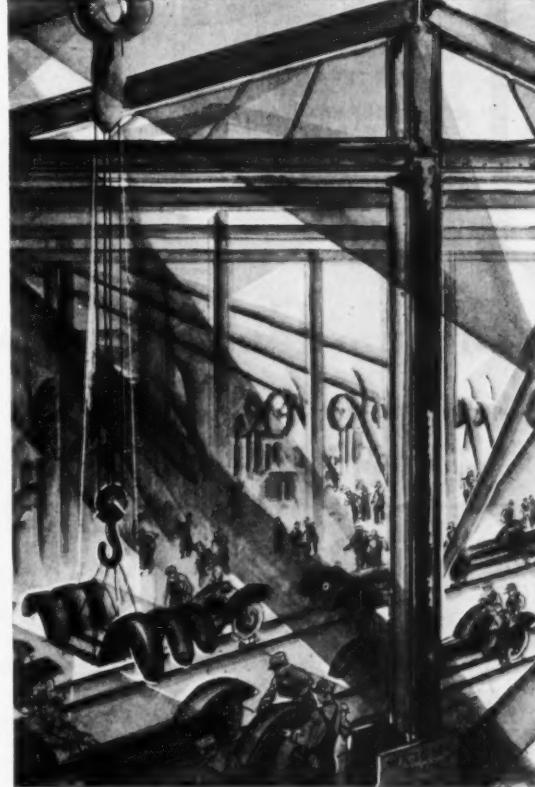
## Service that is MORE than a mere boast

THE insurance on a large plant expired in 5 days. The premium ran close to \$6,000 annually and the local Continental agent wanted the business. Unable to close the sale himself, he called on the Home Office, 350 miles away, for aid. An expert underwriter dispatched to his assistance arrived the next morning.

A quick survey of the situation revealed that officials of the plant were inclined toward self-insurance. Only satisfactory rates and a guarantee of first class service could change their opinion. Our underwriter wired for all renewal data on the case, also for an inspector. The latter arrived the next morning and worked all Saturday and Sunday to determine a proper rate. The renewal data arrived Monday morning and was found to be practically the same as the rate arrived at by our men. Our underwriter and agent then called on the prospect and were told that a decision would be made later. The Home Office men, their task done, then returned to Chicago.

Two days later the agent phoned the Home Office that because of our interest and efficient

service, the business and handsome commission it carried had been awarded to him. The sale was closed.



CONTINENTAL service to field men and assureds is, as this instance illustrates, something more than a mere boast. It is as tangible as our large staff of capable officials and 1,000 highly trained employees can make it. Also, it is available to all agents who can use such helpful cooperation in building their business.

**Continental Casualty Company  
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## INCOME INSURANCE

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Guaranteeing incomes is the practical solution for many. Our Health and Accident policies, with their many attractive features, do this. There is an ever-increasing demand for this protection among business men and women who earn good salaries.

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Pays on Any Accident  
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COLLISION	ELEVATOR	STEAM BOILER	COMPENSATION

## General Accident

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## NEWS OF THE COMPANIES

### Company Enters Life Field

#### Midwest Life & Casualty Is Now Writing All Forms of Personal Insurance

The Midwest Life & Casualty, Topeka, Kan., is now writing life insurance as well as health and accident. It issues an ordinary life and a 20-pay life. Since Feb. 22 of this year, \$150,000 life has been written. In the near future a full line of life policies will be in the hands of its agents. Life insurance is being written only in Kansas at present, while health and accident business is written in Kansas and Colorado.

This company, organized in 1923 by H. W. Lockard, who is vice-president and general manager, has made progress each year. In 1931 it is anticipated that more than \$150,000 in health and accident premiums will be written.

### American Mine Owners to Merge With Commonwealth

The former owners of the Commonwealth Casualty will be closely identified with the company for the next year or two. Carl M. Hansen, president International Reinsurance, who recently acquired control of the Commonwealth, announces the company will continue a direct-writing business and its relation with International will be strictly that of reinsurer and reinsured, although subsequently the International may take a financial interest in Commonwealth, Mr. Hansen said.

Merger arrangements have been practically completed under which the American Mine Owners Casualty of Huntington, Pa., will be absorbed by the Commonwealth, making total assets of the merged company approximately \$7,500,000, with a capital and surplus of approximately \$2,000,000. When these merger plans are completed, it is planned to move the head offices of the company to Los Angeles with a view to having it operate under the direct supervision of Mr. Hansen.

President of the American Mine Owners is Evan I. Reese, a director of the International. The company was organized in 1927 and took over the coal mine business of the Metropolitan Casualty. It writes coal mine compensation and public liability.

### Automobile Club's Figures

The Automobile Club of Southern California gives its total net premium income for the last year as \$4,208,609. This shows a decrease of \$655,861 instead of a larger amount as shown in the recent automobile table. The premium income is divided as follows:

Fire	\$ 248,616	\$ .....
Theft	409,155	*100,065
Property damage	686,444	282,962
Collision	2,864,393	1,437,817
Total	\$4,208,609	\$1,820,784

<sup>†</sup>Includes personal liability.

<sup>\*</sup>Total fire and theft losses.

### Casualty Association's Figures

The Casualty Association of America with head office at Detroit calls attention to a mistake in the automobile statistics. In 1930 its automobile premiums were \$597,944, losses \$295,907, loss ratio 49.9 percent. Its automobile losses including claim expense should be \$394,978 or 65.8 percent ratio. Its decrease in premiums was \$89,265. The year previous its automobile premiums were \$687,209 and losses \$374,837 or a ratio of 54.8 percent.

The **Alliance Casualty** and the **Central West Casualty** have been licensed in Canada for automobile insurance.

### International Re Reorganized

#### To Reincorporate Under Delaware Charter—New Board of Directors Elected at Annual Meet

The International Reinsurance of Los Angeles will be reincorporated under a Delaware charter in conformity with the insurance code of New York under a resolution passed at the annual meeting. A new board of directors was elected and Carl M. Hansen, president, announced his intention of recommending to directors the payment of the full \$2 dividend for 1931.

According to letters to stockholders the reincorporation is desirable from the stockholders' standpoint in that the corporation can immediately reestablish its dividend payments, effect a saving of approximately \$50,000 in taxes annually, eliminate stockholders' liability and afford better facilities for handling business. The new shares to be issued will have the identical liquidation value with those now outstanding and the total assets of the present corporation will be transferred to the new company. The reincorporation, it was stated, does not contemplate the removal of the home office from Los Angeles.

#### New Board of Directors

The new board of directors includes F. S. Albertson, J. P. Bird, C. H. Crawford, T. B. Donaldson, C. M. Hansen, H. D. Leavitt, L. A. Padfield, B. H. Pope, J. C. Myers, E. C. Stokes and E. I. Reese, all reelected, and J. B. Armstrong, A. D. Benson, Barry Branion, O. W. Gullekson, M. B. Hansen, E. J. Hennessy, L. E. Kanouse, T. L. Lawrence, Marcus Matson, W. R. Mearns, W. C. Midgley, W. T. Coffin, Jr., D. K. MacDonald, H. B. Reed, H. M. Rose and W. C. Vince.

Directors who withdrew included J. V. H. Challis, vice-president and treasurer, C. S. James, W. J. Jeffries, D. C. MacEwen, D. E. C. Moore, E. J. Nolan, Stuart O'Melveny, J. R. Page, G. M. Wallace, B. F. Nysewander, A. L. Day and E. C. Sterling, all of Los Angeles.

Evan I. Reese was elected vice-president and treasurer to succeed Mr. Challis and W. R. Mearns was named a vice-president. Other officers were re-elected.

On Jan. 15 the directors voted to defer the quarterly dividend of 50 cents a share. Mr. Hansen said the directors will consider his recommendation to pay the full \$2 dividend for 1931 later.

### General Casualty of Madison

The General Casualty of Madison, Wis., in filling out the premium and loss blanks for the automobile number of THE NATIONAL UNDERWRITER got one of the items on the wrong bracket and in the automobile table the figures were wrong. The automobile liability premiums of the General Casualty were \$208,898 with losses \$142,490. The property damage and collision premiums were \$217,496 with losses \$70,029. This gives total premiums \$426,394 and total losses \$212,519. Its total premiums the previous year were \$431,662 with losses \$219,350.

### Michigan Mutual Liability

The Michigan Mutual Liability of Detroit had property damage and collision premiums last year of \$526,464 and losses \$276,859. There was a mistake made in the recent automobile table.

The outstanding public liability insurance of the **Eureka Casualty** of Los Angeles has been rewritten in the Consolidated Indemnity of New York through the R. L. Heinsch general agency of Los Angeles.

Order your **1932 calendars** from The National Underwriter. Information free.

## CASUALTY PERSONALS

**D. C. MacEwen**, vice-president and superintendent of agencies Pacific Mutual, was in Chicago all last week on business.

**C. W. Fellows**, president of the Associated Indemnity, of San Francisco, was in New York City for some days studying casualty conditions in the east. His company recently entered Pennsylvania and New Jersey, establishing branch offices at Pittsburgh, Philadelphia and Newark. He has no present thought of operating in New York, at least not for some time. He is at his Chicago office at present.

**Hal A. Guleedge**, assistant secretary of the Universal Casualty of Dallas, is making an extensive trip throughout the middle west and west coast, visiting General Agents R. H. Jenkins of Los Angeles and C. B. DeMille of Seattle.

**H. W. Lindsay**, for ten years superintendent at Newark of the claim department of the Fidelity & Casualty, was tendered a dinner there, at which special guests were M. C. Griffin, vice-president; C. F. Maher, associate superintendent; Frank McKeever, assistant manager metropolitan claim division; Charles Corbin, J. J. Stahl and D. A. Spair, deputy commissioners of the New Jersey labor department. H. S. Recknagel was toastmaster.

President **John J. King** of the Hooper-Holmes Bureau and Mrs. King were tendered a delightful ovation by their five children in honor of their 40th wedding anniversary. A dinner dance for 125 guests was held at the Queens Valley Golf Club, Forest Hills, L. I. A great profusion of flowers was in evidence both at the club and at Mr. and Mrs. King's home. A large number of

gifts, telegrams and letters of congratulation were received. A large representation from insurance circles of New York was present as well as guests from many parts of the country as well as old neighbors of the Kings.

**F. H. Burns**, president Maryland Casualty, returned to Baltimore this week from a cruise to Porto Rico, Venezuela, Panama, Jamaica and Havana. Mr. Burns visited the company's branch office at Havana and agents at some of the other points in his itinerary where the company is represented.

**Robert E. Stitt**, secretary-treasurer Joyce & Co. of Chicago, is confined to the Elmhurst, Ill., hospital, where he is convalescing from an operation.

**W. L. Cavers**, home office manager of the Ocean Accident, and **Henry Collins**, president of the Columbia Casualty, have completed their Pacific Coast trip and returned to New York.

**George F. Douaire** of Chicago, manager of the Employers Liability, who has been confined to the hospital and his home for a number of months, is now able to be at his desk for part of the time.

**J. H. Huckleberry** of St. Louis, vice-president of the Southern Surety, is seriously ill at a Des Moines hospital. Mr. Huckleberry was taken ill while on a business visit there two weeks ago and is not yet out of danger.

Henry Swift Ives of New York, special counsel for the Association of Casualty & Surety Executives, and Attorney Thomas Watters, Jr., of Des Moines, were guests of the Casualty & Surety

Club of Des Moines at a luncheon. A number of members of the Des Moines local agents' association were in attendance as guests. W. H. Brenton, president of the Iowa-Des Moines National Bank & Trust Co., will be the principal speaker April 27 before the club.

### Leigh Takes Stand on General Agent

(CONTINUED FROM PAGE 29)

dation that the title 'general agent' be used only in designating supervising officials and not in any case for the purpose of qualifying strictly producing agents for higher commissions.

"There are at this time three types of casualty company representatives who enjoy the title of general agent:

"The strictly supervising general agent who does no local business whatever.

"The general agent who gives bona fide supervision to the business of sub-agents or local agents in a territory supervised by him but also does a direct local business.

"The agent who does a strictly local business but who has been designated general agent to make him eligible to receive highest scale of commissions.

"The recommendation of the insurance commissioners is that the title general agent be not conferred on the third class.

"It is of course well understood that our association is not seeking a reduction of commissions paid any agent, nor does it object to casualty companies (or fire companies either for that matter) having more than one rate of commission to producing agents if they feel such a course sound and proper. In fact such practice is in line with the present tendency and the principles of the National Association of Insurance Agents which holds for a differential in commission paid to recording and soliciting agents, a highly meritorious distinction and in accord with our own principles.

What our association is contending for is that all these grades of producing agents be designated by some title other than general agent, which should be used only as applying to supervising official.

"Unless all signs fail there will, in the reasonably near future, be some revision in casualty agency contracts with these principles fully recognized.

"This committee is glad to report the continuation of the cordial attitude toward our organization from all quarters, as a result of our willingness to cooperate with both companies and local agents in the solution of common problems and the improvement of our business and the preservation of the American agency system which is vital to us all."

### Big Oklahoma Contract Bond

OKLAHOMA CITY, April 22.—What is said to be the largest bond ever executed in Oklahoma City was written recently by the Eugene Whittington Company, for \$2,484,000. It was issued to Reinhart & Donovan, contractors, on the Biltmore hotel. The contract was written by the Fidelity & Casualty and re-insured in the National Surety, American Surety, Royal Indemnity, Aetna Casualty, Hartford Accident, Continental Casualty, Fireman's Fund Indemnity and Great American Indemnity.

### NEW YORK FEDERATION PREPARES FOR MEETING

NEW YORK, April 22.—The Insurance Federation will hold its annual convention May 8-9 at Glens Falls. Speakers at the annual dinner will be Judge Albert Conway, former superintendent of the New York department; F. D. Culkin, member of congress, 32nd district, New York, and B. D. Esmond, assemblyman from Saratoga county. The second day of the convention will be devoted to the business session.



Home Office Buildings

## To Agents and Brokers

This organization is more than a business operating for profit to its stockholders. It is also an organization maintained to supply protection, service and indemnity necessary to the comfort, prosperity and happiness of the people in your community.

We know that only by conducting our business in such a way as to serve best the public at all times can we prove ourselves worthy of its and your patronage.

## MARYLAND CASUALTY COMPANY

BALTIMORE

CASUALTY INSURANCE

BONDING LINES

## Premiums and Losses in 1930 in KANSAS on All Casualty Lines

	Total	Auto. Liab.	Other Liab.	Work. Comp.	Fidelity-Surety	Plate Glass	Burglary	Prop. D. & Col.
	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.
	\$	\$	\$	\$	\$	\$	\$	\$
Aero Indem.	4,209	113	3,676	106	113	6,658	2,666	19,225
Aetna Cas.	147,390	55,018	24,324	6,120	1,041	95	8,330	42,336
Aetna Life	210,135	51,335	44,527	17,903	30,118	4,456	49,460	17,449
Alliance Cas.	8,008	3,635	1,644	125	13	210	4,247	1,366
Amer. Auto.	123,914	49,328	98,607	30,991	.....	.....	.....	25,336
Amer. Bonding	23,074	.....	.....	.....	21,727	23	1,324	.....
Amer. Employers	43,141	33,858	6,225	2,987	4,154	1,368	25,337	25
Amer. Indem.	16,474	4,598	8,789	2,670	.....	.....	182	3,483
Amer. Mine Owners	24,994	6,762	.....	.....	24,994	6,762	190	4,497
Amer. Mut. Liab.	29,352	19,285	517	.....	1,507	1,639	26,995	17,449
Amer. Surety	84,254	43,209	733	.....	1,102	5	72,111	373
Associated Indem.	22,439	6,227	1,471	105	340	20,002	6,099	28
Bankers Indem.	11,243	2,370	2,882	.....	207	933	683	218
Central Mut. Cas.	2,736	490	797	4	.....	.....	50	1,375
Central Surety, Mo.	105,009	28,230	27,229	4,434	6,366	1,102	27,344	4,247
Central West Cas.	34,970	7,372	11,594	1,529	1,480	1	8,481	6,505
Century Indem.	32,133	12,493	941	45	1,082	.....	15,645	1,667
Columbia Cas.	58,607	14,088	6,569	544	2,631	786	34,328	1,260
Commerce Cas.	47,506	5,543	12,102	341	4,792	60	12,497	1,128
Commercial Cas.	21,034	13,643	5,680	4,043	1,017	.....	4,364	415
Constitution Indem.	31,639	14,273	7,665	1,986	1,624	20	8,294	3,495
Consolidated Indem.	3,570	304	1,114	304	.....	.....	2,456	2,526
Continental Cas.	251,119	86,567	35,413	13,553	7,808	438	37,292	2,378
Detroit Fid. & Sur.	11,863	15,147	.....	.....	.....	.....	11,863	1,495
Eagle Indem.	15,139	6,559	5,136	1,887	204	221	2,434	6,068
Employers Cas.	3,580	4,716	675	.....	1,085	135	1,637	1,089
Employers Liab.	139,043	84,288	18,457	5,652	15,840	738	78,812	193
Employers Mut. Cas.	22,169	7,534	9,215	3,096	815	48	4,870	5,398
Employers Reins.	39,799	11,186	9,534	2,842	6,171	.....	10,146	1,017
Excess	6,928	45,705	124	.....	1,192	11	3,301	547
Export Indemnity	164	129	.....	.....	.....	.....	.....	35
Federal Surety	87,008	36,907	12,580	4,364	2,543	425	25,945	1,883
Fidelity & Cas.	83,334	19,394	8,451	.....	7,276	184	29,941	9,482
Fidelity & Dep.	130,601	70,977	.....	.....	.....	.....	116,006	9,482
General Accident	74,512	53,268	5,050	1,067	2,418	726	7,442	2,371
General Cas. & Sur.	47,324	25,541	20,947	8,504	443	8	10,815	2,593
Glens Falls Indem.	28,718	5,665	9,195	1,863	457	.....	400	3,803
Globe Indem.	67,313	37,419	5,252	567	8,130	1,536	44,400	1,059
Great Amer. Indem.	4,417	275	742	5	634	259	2,609	1,275
Hardware Mut. Cas.	7,878	2,477	3,801	1,186	21	.....	.....	10
Hartford Accident	288,350	176,176	56,299	18,710	23,792	15,712	125,793	13,366
Home Indem. N. Y.	6,236	264	799	258	160	168	.....	8,080
Indem. of No. Amer.	29,566	25,236	12,125	13,656	917	188	8,008	1,017
Independence Indem.	61,075	50,381	3,645	1,376	7,172	82	18,286	9,987
Kansas Bank. Sur.	84,544	66,224	.....	.....	.....	.....	84,544	9,987
Liberty Mutual, Mass.	18,691	6,895	772	150	1,321	116	16,286	2,515
Lloyds Cas.	13,860	4,615	2,068	85	204	150	1,036	3,231
London & Lanc. Indem.	422	—864	85	—7	—	—	117	37
London Guar.	64,151	31,934	14,225	5,338	4,763	3,025	32,907	2,435
Lumb. Mut. Cas.	86,844	56,743	9,887	19,734	9,116	1,915	61,211	1,026
Maryland Cas.	163,769	73,601	21,703	12,045	13,687	2,002	46,606	2,515
Mass. Bonding	51,805	11,770	1,732	171	1,007	.....	918	2,515
Medical Prot.	29,757	7,415	.....	29,757	7,415	.....	.....	321
Mercer Cas. O.	14,077	3,300	5,167	.....	.....	.....	.....	3,009
Metropolitan Cas.	34,593	8,941	5,830	257	1,699	375	16,343	488
National Cas.	34,509	14,025	9,165	2,064	357	.....	1,673	2,661
National Sur.	157,791	126,302	.....	.....	.....	.....	112,413	484
National Union Indem.	91,308	21,838	14,040	15,932	9,814	558	.....	4,577
New Amsterdam	14,599	10,530	701	2,925	1,107	.....	8,346	1,243
New Jersey Fld. & Pl. Gl.	25,969	14,662	225	325	1,068	150	6,608	1,015
New York Cas.	8,566	2,951	2,117	201	19	—40	2,809	1,025
New York Indem.	37,795	20,980	11,633	4,350	1,186	5	11,104	739
Norwich Union	181	3,411	45	500	5	22	2,911	3
Ocean Accident	91,991	59,589	16,996	10,091	8,587	510	32,359	73
Ohio Cas.	78,705	33,798	28,430	13,342	133	.....	2,198	1,287
Phoenix Indem.	199,826	76,834	51,179	16,706	9,137	798	44,418	13,398
Preferred Acci.	5,804	837	1,653	4	.....	.....	2,005	34
Prudential Cas. & Sur.	13,264	14,758	636	12	.....	.....	83	43
Public Indem.	6,610	1,047	1,978	136	564	.....	169	36
Royal Indem.	168,778	97,386	36,656	13,846	12,255	1,286	73,946	1,405
St. Paul Merc. Indem.	24,629	7,344	20,990	6,069	547	9	110	5
Seaboard Surety	2,005	.....	.....	.....	.....	.....	893	99
Southern Sur.	283,071	94,617	20,154	10,968	22,814	1,123	116,585	5,800
Standard Acci.	99,085	53,912	13,580	3,533	7,434	2,040	40,949	5,178
Standard Sur. & Cas.	570	54	.....	.....	.....	.....	501	15
State Farm Mut. Auto.	136,956	54,690	40,813	10,937	.....	.....	.....	69,507
Sun Indem.	9,467	2,132	6,138	1,678	318	510	124	3,234
Transportation Indem.	1,879	122	701	75	108	12	—61	335
Travelers Indem.	418,778	219,302	77,306	33,887	28,682	4,649	212,801	1,015
Travelers Indem.	90,980	30,850	56	2,455	1,048	.....	5,993	1,287
Union Auto., Calif.	30,578	11,644	13,366	4,010	.....	.....	5,042	12,098
Union Indem.	41,557	25,664	2,819	7,190	3,821	715	19,901	8,667
U. S. Casualty	46,331	28,539	28,653	20,027	1,440	.....	2,607	1,208
U. S. Fld. & Guar.	501,683	308,936	64,632	29,436	35,445	13,144	224,453	1,431
U. S. Guar.	2,337	67	28	29	218	67	1,681	2,337
Universal Cas.	2,205	1,334	1,461	1,140	37	.....	68	505
Universal Auto.	95,903	23,294	40,334	7,606	.....	.....	.....	32,213
Western Cas. & Sur.	130,691	91,941	76,408	63,810	1,180	.....	3,945	13,334
Zurich	61,435	38,327	4,408	3,901	6,203	5,659	43,083	1,602
Total, 1930	8,097,270*	4,013,524*	1,138,262	475,577	359,488	76,753	1,534,792	621,159
Total, 1929	7,518,848*	3,202,487*	1,071,422	415,797	342,120	59,228	1,710,917	226,665

\*Total of all casualty business, including classes below. Company totals above include other classes shown in groups below.

## Companies Writing Other Classes of Casualty Business in KANSAS

ACCIDENT AND HEALTH	Prem.	Losses	Empl. Reins.	Prem.	Losses	Maryland Cas.	Prem.	Losses	Prem.	Losses	
Abr. Lincoln	\$ 413	\$ 14	.....	1,944	438	.....	7,159	3,655	Pacific Mut.	34,892	10,540
Aetna Life	46,642	11,180	Emp. Liab.	1,141	254	Mass. Bonding	121,708	7,519	Phoenix Indem.	24,470	4,468
Alliance Cas.	57	55	Equit. Life, N. Y.	511	.....	Mass. Prot.	188,062	114,052	Preferred Acci.	3,288	794
Amer. Employ.	307	50	Federal L., Ill.	61,550	29,425	Metropol. Cas.	151	6	Prov. L. & A.	17,340	10,528
Bank. Ind., N. J.	3,322	1,273	Federal Sur.	11,318	4,626	Midwest Life	139,701	84,583	Prudential Cas. & Sur.	6,230	14
Ben. Ry. Emp.	65,173	31,543	Fidelity & Cas.	5,105	444	Monarch Acci.	2,878	4,142	Public Indem.	12,025	14,650
Brother. Acci.	21,536	13,055	General Acci.	55,362	35,925	Missouri Ins.</td					

## Premiums and Losses in 1930 in NEBRASKA on All Casualty Lines

	Total Prem.	Auto. Losses	Liab. Prem.	Other Liab. Prem.	Work. Prem.	Comp. Losses	Fidelity-Surety Prem.	Plate Prem.	Glass Losses	Burglary Prem.	Prop. D. & Col. Prem.	Losses
Aero Indem.	220	353	165	195	.....	157	.....	.....	.....	.....	53	53
Aetna Cas.	41,952	27,649	11,385	11,385	397	25	9,218	7,689	937	380	4,817	1,294
Aetna Life	77,687	61,302	21,171	12,968	5,516	440	17,997	8,545	1,510	527	2,910	1,015
Alliance Cas.	2,426	8	408	61	.....	117	914	.....	461	155	8	202
American Auto.	29,894	20,232	26,625	18,626	.....	.....	.....	.....	.....	.....	3,267	1,601
American Bonding	57	.....	.....	.....	.....	.....	37	.....	.....	.....	.....	.....
American Cas.	3,569	2,419	2,378	851	.....	.....	226	191	36	960	1,374	1,374
American Employers	58,338	36,141	9,406	1,454	3,094	801	22,634	20,190	13,769	10,981	4,203	1,165
American Indem. Tex	11,368	3,359	5,396	470	.....	.....	.....	.....	.....	.....	4,613	2,333
American Mut. Liab.	23,109	14,334	491	2,000	1,820	2,500	20,250	7,385	214	5,078	301	2,441
American Reins.	15,677	1,462	9,781	1,274	819	70	2,735	.....	.....	952	1,264	187
American Surety	93,360	63,776	839	100	303	590	265	77,987	56,047	477	100	12,545
Atlas Casualty	3,642	10	1,665	.....	.....	.....	.....	.....	.....	.....	4,266	2,075
Bankers Indem.	12,574	5,713	3,288	.....	1,178	3	3,149	398	1,501	5,078	119	2,085
Belt Casualty	2,762	717	1,493	400	.....	.....	.....	.....	.....	.....	1,027	261
Car & General	9,292	1,157	1,824	95	964	13	5,308	626	118	4	958	421
Cas. Indem. Exch. Mo.	424	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Cas. Recip. Exch. Mo.	7,354	3,814	.....	.....	.....	.....	.....	.....	.....	.....	233	2
Central Surety, Mo.	40,596	13,343	19,346	3,146	885	.....	4,551	3,471	698	2,966	1,016	193
Central West Cas.	29,142	9,861	11,982	4,634	3,566	717	2,869	2,790	2,776	2,207	573	176
Century Indem.	13,302	8,276	2,720	6,119	1,656	800	5,829	421	1,492	79	53	629
Columbia Cas.	39,438	17,397	4,033	1,480	5,763	17	17,023	8,799	938	264	1,303	578
Commerce Cas.	850	28	199	.....	116	.....	204	61	3	.....	109	2
Commercial Cas.	44,017	31,815	11,832	17,150	1,623	.....	1,194	6,112	1,058	—910	467	81
Commercial Mut. Sur.	191	.....	.....	.....	.....	.....	.....	.....	.....	.....	245	5,240
Consolidated Indem.	3,565	.....	66	.....	101	101	.....	.....	3,044	47	291	13
Constitution Indem.	8,338	4,288	281	3,667	1,636	.....	413	582	5,617	79	47	233
Continental Cas.	160,061	61,605	36,304	5,989	4,188	625	25,981	20,971	9,912	226	1,718	3,823
Detroit F. & S.	15,242	221	.....	.....	.....	.....	.....	.....	15,242	221	.....	5,455
Eagle Indem.	30,779	10,649	8,929	2,759	2,168	.....	8,410	4,127	3,401	1,344	140	86
Employers Lab.	280,305	178,404	44,406	34,328	27,146	19,226	164,702	19,432	1,863	2,616	2,446	1,098
Emp. M. Cas. Ia.	86,815	36,234	22,399	15,085	4,292	152	44,675	15,638	699	275	1,117	808
Employers Reins.	44,919	40,117	17,421	19,163	3,025	.....	3,016	1,294	1,474	.....	1,311	404
Eur. Gen. Reins.	43,539	24,726	6,330	16	2,520	1	.....	4,623	11,004	.....	15,937	268
Export Indem.	339	14	248	7	.....	.....	.....	.....	.....	.....	91	.....
Farmers Mut. Hall.	27,753	7,388	11,959	1,148	.....	218	41,490	24,612	6,311	16,720	1,319	480
Federal Surety, Ia.	87,726	63,254	16,058	13,321	4,151	218	41,490	24,612	6,311	16,720	1,406	259
Fidelity & Cas.	37,474	11,352	1,638	3	10,631	1,950	13,688	6,403	8,187	1,631	459	851
Fidelity & Dep.	100,945	112,147	.....	.....	.....	.....	.....	63,621	110,004	192	251	8,131
First American, Neb.	184,230	4,248	.....	.....	.....	.....	.....	.....	.....	.....	931	1
General Acci.	179,613	128,076	44,512	29,279	11,690	20,385	84,061	58,333	.....	306	107	2,076
General Cas. & Sur.	135,066	50,983	60,752	4,285	3,541	92	64,218	33,869	1,845	10,209	1,401	701
General Indem.	763	.....	.....	.....	.....	.....	.....	.....	.....	.....	8	3,551
Glens Falls Indem.	24,178	1,045	8,491	162	3,089	.....	3,280	57	2,084	763	89	678
Globe Indem.	214,102	119,261	33,334	23,508	23,539	3,331	101,020	64,297	23,368	3,047	1,678	322
Great Amer. Indem.	13,224	2,024	2,575	720	625	700	2,332	504	4,162	180	1,834	962
Hdw. Mut. Cas.	21,768	15,333	6,332	10,646	454	.....	8,201	1,856	.....	1,231	926	56
Hartford Accident	108,389	53,855	29,365	9,355	11,397	6,770	33,212	20,883	16,320	4,353	2,175	227
Highway Mot. Und.	56,208	52,735	.....	.....	.....	.....	.....	.....	.....	.....	4,214	2,129
Home Indem.	3,119	21	696	.....	256	.....	261	9	991	69	12	355
Indemnity, Nebr.	35,260	23,872	11,285	.....	.....	.....	.....	.....	.....	.....	14,971	6,078
Indem. of N. Amer.	104,645	34,593	48,679	18,062	7,268	455	22,125	9,651	8,032	1,932	1,197	156
Independence Indem.	51,921	37,732	4,600	7,969	4,403	1,414	26,377	9,081	12,607	19,695	338	580
Indiana Lib. Mut.	5,239	995	.....	.....	73	.....	5,164	995	.....	.....	.....	931
Liberty Mut. Mass.	33,337	11,031	680	435	4,432	258	27,250	10,397	42	.....	.....	1
Lloyds Casualty	1,677	404	37	.....	1,135	40	264	.....	78	2,399	343	2
London & Lanc.	198	1,483	87	0	.....	66	329	128	1,092	.....	6	43
London Guarantee	386,364	209,892	75,906	35,058	30,221	19,976	190,226	115,835	25	2,761	909	21,910
Lumb. Mut. Cas.	55,110	32,991	11,400	3,467	2,987	597	34,693	.....	131	23,783	429	250
Man. & Whol. Indem.	3,408	1,254	.....	.....	.....	.....	.....	.....	.....	230	55	704
Maryland Cas.	187,601	84,340	33,459	12,839	16,223	5,035	74,603	39,440	24,340	9,494	1,261	511
Mass. Bonding	158,792	94,751	17,953	7,665	4,748	2,401	30,637	24,208	55,881	34,785	3,450	1,704
Medical Protect.	22,774	34,886	.....	.....	22,774	34,886	.....	.....	.....	.....	.....	8,754
Merchants Indem.	28,202	2,298	27,254	2,243	13	.....	.....	.....	.....	230	55	704
Merchants Mut. Bur.	22,339	14,907	.....	.....	.....	.....	.....	.....	.....	22,339	14,907	841
Metropolitan Cas.	63,710	23,847	5,828	3,768	3,131	19	34,476	17,818	11,143	293	1,842	8,988
National Cas.	26,713	7,931	11,893	3,984	76	.....	875	197	1,960	117	131	5,766
National Sur.	193,810	156,392	.....	.....	.....	.....	.....	119,637	107,618	788	73,413	75,809
National Union Indem.	107,203	49,123	58,047	28,164	4,594	3,644	.....	.....	3,145	473	5,063	4,573
New Amsterdam	193,584	54,070	24,693	7,560	20,781	3,472	87,180	44,909	37,060	16,291	3,407	1,689
Nebraska Indem.	15,322	82,706	.....	.....	.....	.....	.....	.....	.....	.....	5,856	4,122
N. J. Fld. & P. G.	11,380	23,916	250	.....	221	.....	.....	.....	3,169	19,170	4,233	2,060
New York Cas.	14,916	643	3,224	336	1,292	.....	—358	82	7,355	3	473	1,636
New York Indem.	37,231	22,734	8,680	2,363	2,475	324	8,185	14,231	7,156	1,489	661	1,646
N. West Casualty	1,124	7,828	2,802	5,877	.....	.....	.....	.....	729	637	83	—1,133
Northwestern Nat. Wis.	4,294	7	2,660	.....	.....	.....	.....	.....	433	83	1,452	1,452
Norwich Union	288	256	20	52	.....	.....	.....	.....	.....	203	.....	—4
Ocean Accident	119,986	71,833	24,168	12,827	18,182	2,956	43,296	39,143	488	4,351	1,724	5,751
Ohio Casualty	1,002	134	154	165	.....	.....	.....	65	495	134	45	75
Phoenix Indem.	25,960	34,765	16,792	12,601	5,817	1,954	41,126	16,731	1,772	609	2,180	167
Preferred Accident	42,179	20,802	4,989	841	122	.....	.....	3,693	1,333	433	83	162
Prudential Cas. & Sur.	32,892	15,101	620	.....	.....	.....	.....	.....	11	.....	21	200
Plate Glass Recip.	497	.....	.....	.....	.....	.....	.....	.....	.....	2,432	564	564
Public Indem.	16,877	7,829	4,031	2,517	1,007	305	3,130	4,094	4,391	566	221	1,313
Royal Indem.	63,852	44,612	26,338	8,390	2,190	11,770	20,500	11,817	7,159	4,669	891	303
St. Paul-Merc.	39,165	10,757	23,898	7,305	827	.....	3,693	1,333	433	83	162	5,120
Shelby Mut. Plate Gl.	2,452	564	.....	.....	.....	.....	.....	.....	2,432	564	564	564
Southern Sur.	364,891	124,162	41,335	16,520	25,234	1,206	178,965	73,267	72,530	2,362	2,044	921
Standard Accident	116,595	70,598	28,273	14,432	12,564	560	40,636	26,747	16,315	4,811	2,617	750
State Auto. Ia.	71,432	64,006	.....	.....	.....	.....	.....	.....	.....	.....	1,210	13,211

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	Total Prem.	Losses	Auto. Liab. Prem.	Losses	Other Liab. Prem.	Losses	Work. Comp. Prem.	Losses	Fidelity-Surety Prem.	Losses	Plate Glass Prem.	Losses	Burglary Prem.	Losses	Prop. D. & Col. Prem.	Losses
Standard Sur. & Cas.	1,650	375	1,274	75	.....	.....	91	.....	.....	.....	.....	.....	.....	.....	200	300
State Farm, M., Ill.	315,512	107,241	99,393	18,455	.....	.....	.....	.....	.....	.....	.....	.....	.....	156,048	72,518	
Sun Indem.	1,942	13,048	1,509	11,602	952	135	776	58	1,237	.....	155	27	436	17	107	1,206
Travelers	350,223	224,163	86,334	31,018	18,415	5,516	109,545	86,675	.....	.....	5,527	1,892	16,038	3,337	50,897	25,267
Travelers Indem.	79,978	30,758	148	.....	1,062	50	.....	95	.....	.....	.....	.....	.....	1,162	254	
Transportation Indem.	354	254	286	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	46,026	21,210	
Union Auto.	130,793	65,126	66,515	40,400	.....	.....	20,088	6,261	34,705	1,309	1,201	197	2,079	107	9,274	3,060
Union' Indem.	93,723	15,447	18,129	5,746	3,251	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Univ. Cas. Und.	9,319	3,995	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
U. S. Cas.	19,306	16,333	11,526	7,802	271	.....	897	1,388	1,376	.....	117	.....	299	.....	2,442	469
U. S. F. & G.	412,687	252,347	64,570	21,532	41,243	49,632	179,556	102,099	60,614	49,976	4,139	1,927	16,549	7,206	32,057	12,078
U. S. Guar.	5,113	35	10	.....	.....	.....	20,068	29,567	.....	.....	4,233	.....	817	15	.....	.....
Western Cas. Ill.	20,065	29,567	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Utilities Indem. Exch.	60,682	15,584	.....	.....	.....	.....	644	75	161	.....	538	46	140	.....	7,402	2,531
Western Cas. & Sur. Kan.	23,011	4,134	13,981	1,479	137	.....	.....	.....	.....	.....	.....	735	121	3,421	905	
Wisconsin Auto.	7,998	6,051	2,655	4,061	.....	.....	.....	.....	.....	.....	.....	.....	.....	1,870	710	
Yorkshire Indem.	4,631	1,226	2,760	516	.....	.....	.....	.....	.....	.....	.....	.....	.....	3,276	2,185	
Zurich	33,553	22,848	6,392	4,167	4,391	964	15,844	14,608	.....	.....	91	57	1,177	.....	.....	.....
Total, 1930	9,140,796*	5,109,487*	1,391,001	617,464	422,759	206,551	1,921,480	1,122,905	781,111	536,582	82,614	32,773	326,773	167,389	720,118	314,457
Total, 1929	9,007,824*	4,555,965*	1,334,545	639,761	381,586	129,889	1,749,232	1,094,424	779,705	203,092	27,478	310,641	80,215	653,180	262,644	

\*Total of all Casualty business, including classes shown below. Company totals above include other classes shown in groups below.

## Companies Writing Other Classes of Casualty Business in NEBRASKA

## ACCIDENT AND HEALTH

	Prem.	Losses	Inter-Ocean Cas.	\$ 11,468	\$ 11,283	*Travelers Health	\$ 751,610	\$ 494,935	Amer. Reins.	\$ 3	Prem.	Losses			
Aetna Cas.	\$ 425	\$ 18	Int. St. Bus. M.	39,709	27,781	Union Auto	374	57	Columbus Cas.	1,477	\$ 641				
Aetna Life	31,277	36,444	John Hancock Mut. Life.	1,270	291	Union Indem.	1,636	1,282	Cont. Cas.	71	.....				
Alliance Cas.	73	.....	London & Lanc.	.....	3	United Cas.	32	.....	Eagle Indem.	417	.....				
Amer. Cas.	48	.....	London Guar.	24,356	17,486	United Nehr.	109,386	125,012	Empl. Liab.	2,326	132				
Amer. Employ.	619	.....	Loyal Prot.	10,087	4,933	U. S. Casualty	2,874	671	Empl. Mut. Cas. Ia.	1,421	147				
Atlas, Neb.	55,160	5,708	Lumb. Mut. Cas.	569	1,698	Europ. Gen. Re.	13,803	6,747	Europ. Gen. Re.	719	.....				
Amer. Reins.	48	.....	Maryland Cas.	6,447	3,197	Fidelity & Cas.	35,181	12,719	Fidelity & Cas.	177	.....				
Amer. Indem. Neb.	4,112	1,025	Mass. Bonding	19,938	15,185	Woodmen Acci.	67,387	45,221	General Acci.	874	.....				
Bank. Ind. N. J.	393	71	Mass. Prot.	7,442	4,520	World, Neb.	61,017	30,033	Hartford S. B.	23,413	2,484				
Bankers Natl. L.	158	70	Metropol. Cas.	1,011	114	Zurich	2,377	963	Independ. Indem.	158	.....				
Ben. Ry. Employ.	68,297	28,937	Metropol. Life	50,649	24,200	Total, 1930	\$ 329,921	\$ 2,052,045	London Guar.	6,312	1,244				
Bus. Men's Assur.	73,242	38,333	Midwest Life	30,824	16,646	Total, 1929	\$ 325,644	1,964,595	Maryland Cas.	4,323	.....				
Central Health	12,916	7,326	Monarch Acci.	1,943	341	N. Y. Indem.	2,404	.....	Ocean Acci.	6,065	1,444				
Central Sur. Mo.	473	.....	Missouri St. L.	3,532	4,889	Royal Indem.	1,238	.....	Travelers Ind.	6,085	190				
Central West	107	.....	Mutual Benefit H. & A.	261,163	165,926	Includes business written by mail in other states but not reported there.	.....	.....	Total, 1930	\$ 57,711	\$ 6,382				
Century Indem.	108	.....	Natl. Life, U. S. A.	509	101	Total, 1929	\$ 51,982	8,878	Total, 1930	\$ 21,515	\$ 2,975				
Central Cath. Cas.	12,028	1,025	Natl. Acci., Neb.	124,416	52,937	Amer. Reins.	1,477	641	Total, 1929	9,325	3,387				
Columbus Cas.	4,923	3,677	National Cas.	5,891	1,647	NON-CANCELABLE H. & A.	.....	.....	SPRINKLER LEAKAGE	.....	.....				
Clergy Cas.	1,999	1,950	Natl. L. & A.	22,042	12,478	Aetna Cas.	\$ 27	.....	Aetna Cas.	\$ 864	.....				
Commerce Cas.	154	.....	Natl. Travel.	9,818	3,028	Aetna Life	1,224	\$ 2,802	Maryland Cas.	186	.....				
Coml. Casualty	11,425	6,252	New Amsterdam	3,250	1,936	Bus. Men's Assur.	1,116	22	U. S. F. & G.	148	.....				
Commonwealth Cas.	8,654	3,479	N. Y. Indem.	835	.....	Cont. Assur.	190	.....	Total, 1930	\$ 1,198	.....				
Constitution Ind.	29	.....	Paul Revere	23,433	6,140	Cont. Cas.	4,412	33	Total, 1929	\$ 1,257	\$ 514				
Cont. Cas.	56,471	26,759	Pacific Mut.	157	6,459	Empl. Reins.	14,895	.....	LIVE STOCK	.....	.....				
Cont. Life	3,324	3,588	Phoenix Indem.	8,066	6,190	Equit. L. N. Y.	2,096	1,633	Hartford L. S.	\$ 2,291	\$ 1,584				
Des Moines L. & A.	12	.....	Pioneer	130,703	42,236	Gr. North L.	141	.....	Total, 1930	\$ 2,291	\$ 1,584				
Eagle Indem.	1,234	197	Preferred Acci.	32,913	2,137	Great West	4,734	980	Total, 1929	\$ 4,190	\$ 2,289				
Empl. Liab.	8,801	2,277	Sentinel Life	2,232	2,137	Loyal Prot.	1,932	10	ANNUAL MEETINGS SET FOR EARLY IN MAY	.....	.....				
Empl. Mut. Cas., Iowa	62	62	Southern Sur.	22,738	23,548	Ridgely Prot.	10,077	4,291	NEW YORK, April 22.—The annual meeting of the National Bureau of Casualty & Surety Underwriters will take place May 6, J. A. Beha, general manager and counsel, has announced. Among important subjects to be discussed will be the Chicago situation, the rate situation and acquisition cost. The annual dinner of company representatives will be held the evening before. Several men of prominence in the official insurance world will speak. The Association of Casualty & Surety Executives will hold its annual meeting the morning of May 5, it was announced by F. Robertson Jones, general manager.	.....	.....				
Empl. Reins.	5,245	1,916	State Farm Life	143,581	94,854	Ridgely Prot.	160	.....	In the Wisconsin casualty table the Car & General was credited with having \$73,942 in "other liability" premiums and \$27,393 in losses. This was its automobile liability experience. The "other liability" premiums totaled \$989, which were erroneously credited to workmen's compensation.	.....	.....				
Equit. Life, N. Y.	227	.....	Travelers	143,581	94,854	Southern Sur.	23,548	16,006	Complete Accident Policy	.....	.....				
Europ. Gen. Re.	13,324	13,435	.....	.....	.....	.....	.....	.....	Prin. Wkly. Old	At New Rates:	.....				
Federal L. Ill.	62,881	39,325	.....	.....	.....	.....	.....	.....	Class	Sum	Ind.	Rate	.....	.....	
Federal Sur.	8,067	4,560	.....	.....	.....	.....	.....	.....	\$	\$	\$	\$	.....	.....	
Fidelity & Cas.	972	414	.....	.....	.....	.....	.....	.....	Select	7,500	25.00	25.00	5,000	25.00	26.70
Fid. H. & A.	167	374	.....	.....	.....	.....	.....	.....	Pref.	7,500	25.00	30.00	5,000	25.00	31.00
Firat Natl. Indem.	2,280	10	.....	.....	.....	.....	.....	.....	Ex. pref.	7,500	25.00	35.00	5,000	25.00	35.35
General Acci.	15,548	8,489	Postal Indem.	6,891	160	.....	.....	.....	Ord.	7,500	25.00	42.00	5,000	25.00	41.85
General C. & S.	70	.....	Prudential	9,667	2,818	Reliance Life	92	.....	.....	.....	.....	.....	.....	.....	.....
Glens Falls Indem.	1,891	48	Prudential C. & S.	31,735	13,621	Ridgely Prot.	10,077	4,291	.....	.....	.....	.....	.....	.....	.....
Globe Indem.	7,822	12,542	Public Indem.	503	.....	Sentinel Life	160	.....	.....	.....	.....	.....	.....	.....	.....
Gr. Amer. Indem.	250	.....	Reliance Life	4,361	2,139	Southern Sur.	233	.....	.....	.....	.....	.....	.....	.....	.....
Gr. North. Life.	21,180	16,808	Royal Indem.	2,381	2,137	Travelers	1,366	6,100	.....	.....	.....	.....	.....	.....	.....
Great Western	41,871	17,363	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Hdw. Mut. Cas.	53	.....	Sentinel Life	2,232	5,364	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Hartford Acci.	1,715	6,033	Southern Sur.	22,738	23,548	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Home Indem.	147	.....	Stand. Acci.	23,590	16,006	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Indem. No. Amer.	4,411	428	State Farm Life	140	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Independ. Indem.	620	103	Travelers												

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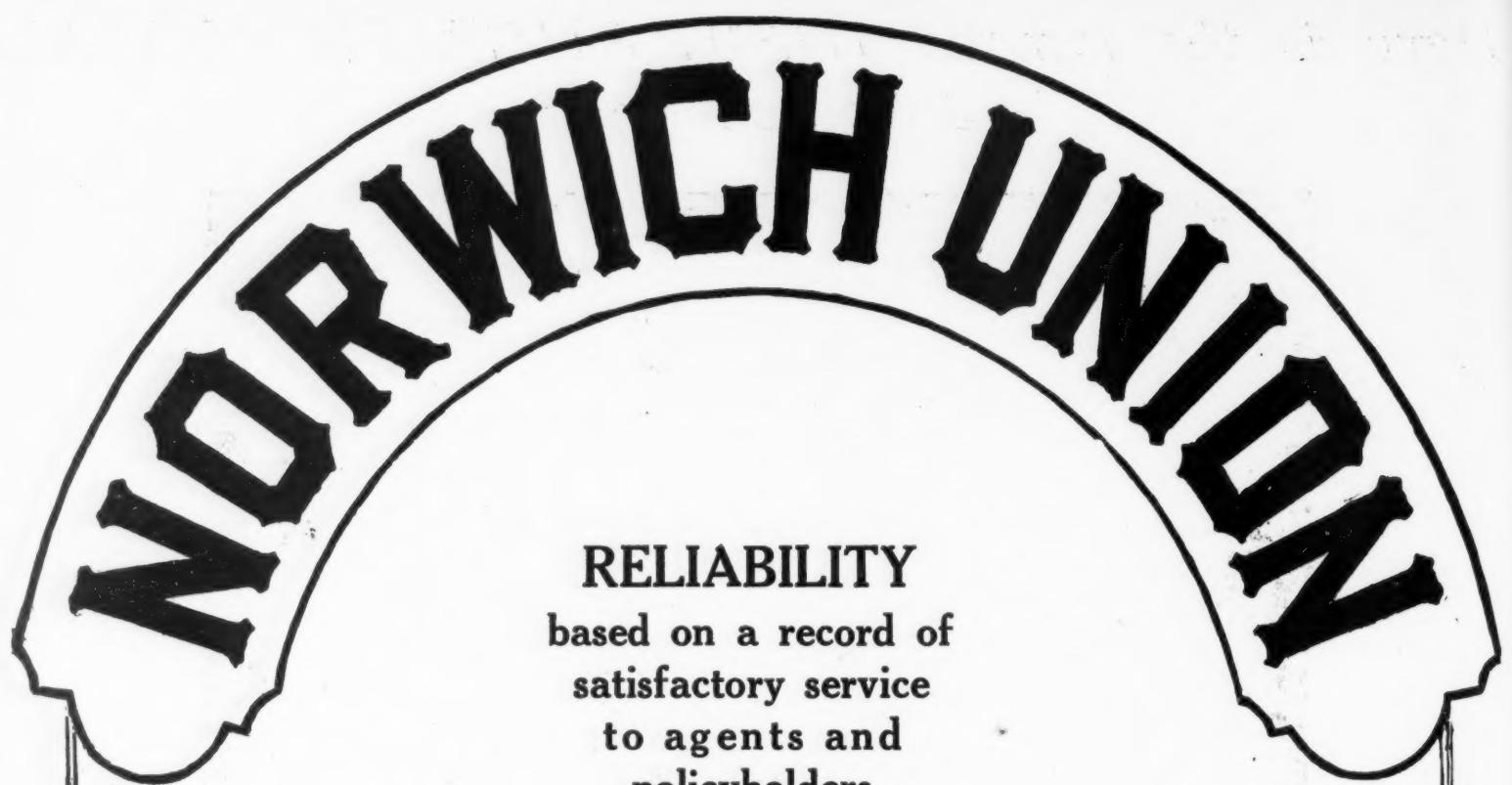
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